Sixteenth Annual Report 2005-06

# SoftSol India Limited

| Board of Directors                   | Mr. Srinivasa Rao Madala<br>Mr. Bhaskar Rao Madala<br>Dr. Durga V. L. K. Madala<br>Dr. T. Hanuman Chowdary<br>Mr. Shanker Trivedi<br>Mr. B. S. Srinivasan                                   | Chairman<br>Whole time Director<br>Director<br>Director<br>Director<br>Director |
|--------------------------------------|---|---|
| Company Secretary                    | Mrs. Chavali Lalitha  |   |
| Statutory Auditors                   | Balarami & Nagarjuna,<br>Chartered Accountants, Hyderabad.  |   |
| Internal Auditors                    | Brahmayya & Co.,<br>Chartered Accountants, Hyderabad.   |   |
| Bankers                              | ICICI Bank Limited, Madhapur, Hyderabad<br>UTI Bank Limited, Begumpet, Hyderabad  |   |
| Registered Office                    | Plot No. 4, Infocity, Madhapur, Hyderabad - 500 033<br>Telephone: + 91 (40) 30784305,<br>Facsimile: + 91 (40) 30784306<br>E-mail: softsol@softsolindia.com<br>Website: www.softsolindia.com |   |
| Registrars &<br>Share Transfer Agent | Karvy Computershare Private Ltd.<br>KARVY House, Road No. 1,<br>Banjara Hills, Hyderabad - 500 034<br>Tel: + 91 (40) 23326591, Facsimile: +91   | (40) 23311968   |

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#### Sixteenth Annual Report 2005-06

#### Letter to Shareholders

#### Dear Members,

I take pleasure in presenting the Sixteenth Annual Report of your Company. I use this opportunity to present what we accomplished this fiscal year financially, our other significant accomplishments, and what we see for the future.



First, let me state that the current years accomplishments are good. Your company had a consolidated revenues of Rs. 64.12 Crores reflecting a 28% increase over previous year, and Rs. 3.27 Crores net income reflecting a 390% increase over previous year.

But more importantly we accomplished many other things that created a platform for rapid growth and profitability for future. For instance, our projections for next year are growth of 40% or more in consolidated income and a 300% increase in net income from software services. We also foresee increase in net profit as a percentage of income as the revenues increase. However, income and growth due to any future acquisitions and other factors could have additional impact on these projections.

I am very delighted to share that we have reached a point of inflection with respect to our company's growth. I mean this in a very positive way. In so many aspects our company has reached a very desirable stage in its life cycle, and is all set to take adavantage of the numerous opportunities that are available in our target market.

We have proven our leadership in certain niche areas of the Enterprise Technology modernization market segment. This unique and special position allowed us to minimize our costs of new customer acquisition as well as protection from the price pressures normally faced by companies of our size. For instance, we have successfully proven our ability to acquire and are well prepared to rapidly acquire new projects from large well known entities world wide. These projects are multi-year, multi-million dollar engagements with majority of work being done off-shore in our own facility by our own employees. Fortunately, the sales, marketing teams, infrastructure both in the US and in India, and other resources we invested in the past, certain fixed and recurring costs that we have been incurring all these years are capable of supporting this significant additional growth with out proportionate increase in the costs. In other words, we have scalable resources to address the projected growth with minimal extra costs and risk.

We are taking many steps to improve and prepare our company to take advantage of the good years ahead. For instance, we have added and are adding new professional members to our Board.

We are strengthening our management teams, and are building new technology practices in the Enterpirse Technology Modernization space where we hope to rank number 1 in the world.

As you know your company is profitable every year since inception. We have no debts. Your company now has over 150,000 sq. ft of fully owned debt free software development infrastructure available in Hyderabad and healthy balance of working capital funds for future growth.

Our approach is to ensure that each of our resources generate positive returns, whether it be human resources, infrastructure or capital resources. We will take additional measures to inform Shareholders of new developments on regular basis.

The economic environment, regulatory climate, government policies and market conditions all appear favorable to us.

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It is my hope and expectation that in coming year we see huge improvements in the (a) number of new client acquisitions, (b) nature of project engagements that are of size Rs. 10 Crores or more per year and each engagement spanning 2-3 years or more, (c) revenues, gross and net profits (d) employee morale (e) company's image.

I sincerely believe that your company has taken a new positive direction and is marching ahead into the future on an optimistic note. The next year and years that follow show significant positive changes that you all would appreciate.

I thank Dr. Jayaprakash Narayan for his contribution to our Board and all of the current Board Members. I welcome our newest independent members Mr. Shanker Trivedi and Mr. B.S. Srinivasan. My sincere thanks to all the stakeholders for their continued and valuable support.

Sincerely Yours

Srinivasa Rao Madala Chairman

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### Notice of the 16<sup>th</sup> Annual General Meeting

Notice is hereby given that the Sixteenth Annual General Meeting of the members of SoftSol India Limited will be held on Friday, the 29th day of September, 2006 at 10.30 a.m., at the Registered Office of the Company situated at Plot No. 4, Infocity, Madhapur, Hyderabad - 500 033 to transact the following business:

- 1. To receive, consider and adopt the Audited Balance Sheet of the Company as at March 31, 2006 and the Profit & Loss Account for the year ended on that date together with the Report of the Directors and the Auditors thereon.
- 2. To appoint a Director in place of Mr. Srinivasa Rao Madala, who retires by rotation and being eligible, offers himself for re-appointment.
- 3. To consider and if thought fit, to pass with or without modifications, if any the following as an Ordinary Resolution:

"RESOLVED THAT pursuant to provisions of Section 224, 225 and other applicable provisions, if any, of the Companies Act, 1956, M/s. Brahmayya & Co., Chartered Accountants, Hyderabad be and are hereby appointed as the Statutory Auditors of the Company to hold office from the conclusion of this Annual General Meeting up to the conclusion of the next Annual General Meeting of the Company in the place of M/s. Balarami & Nagarjuna, Chartered Accountants, the retiring Auditors of the Company, who expressed their unwillingness to be re-appointed as Statutory Auditors of the Company on their retirement at this Annual General Meeting, on such remuneration as may be fixed by the Board of Directors of the Company."

4. To consider and if thought fit, to pass with or without modifications, if any the following as an Ordinary Resolution:

"RESOLVED THAT Mr. Shanker Trivedi, who was appointed by the Board of Directors as Additional Director with effective from 30<sup>th</sup> day of September 2005 and who holds office up to the date of the Annual General Meeting and in respect of whom the Company has received a notice in writing proposing his candidature for the office of Director, be and is hereby appointed as Director of the Company."

5. To consider and if thought fit, to pass with or without modifications, if any the following as an Ordinary Resolution:

"RESOLVED THAT Mr. B. S. Srinivasan, who was appointed by the Board of Directors as Additional Director with effective from 12<sup>th</sup> day of July 2006 and who holds office up to the date of the Annual General Meeting and in respect of whom the Company has received a notice in writing proposing his candidature for the office of Director, be and is hereby appointed as Director of the Company."

#### On behalf of Board of Directors

| Place: Hyderabad | Bhaskar Rao Madala  |
|------------------|---------------------|
| Date: 02-08-2006 | Whole-time Director |

#### Notes:

- (a) A member of the Company entitled to attend and vote at a meeting is entitled to appoint a proxy to attend and vote instead of himself/herself and the proxy need not be a member of the Company. Proxies in order to be effective must be received by the Company, not less than 48 hours before the commencement of the meeting.
- (b) The Register of Members and the Share Transfer Books will remain closed from 26-09-2006 to 29-09-2006, both days inclusive.

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- (c) Members / Proxies are requested to bring annual report along with the attendance slip filled in for attending the meeting.
- (d) M/s. Karvy Computershare Private Limited, Karvy House, Road No. 1, Banjarahills, Hyderabad 500 034 is the Registrar and Share Transfer Agent for the physical shares of the Company and also the depository interface of the Company with both NSDL and CDSL.
- (e) Queries on accounts and operations may please be sent to the Company 5 days in advance of the Annual General Meeting so that the answers may be made available at the meeting.
- (f) The relative Explanatory Statement pursuant to Section 173(2) of the Act with regard to the special business set out in item no. 3 and 4 are annexed hereto.

#### Explanatory Statement, as required under Section 173 of the Companies Act, 1956.

#### Item No. 3:

M/s. Balarami & Nagarjuna, Chartered Accountants, Hyderabad the present auditors who retire at this Annual General Meeting have informed the Company that they do not wish to seek re-appointment as Statutory Auditors of the Company for the financial year 2006-07 at the forthcoming Annual General Meeting.

In view of the above and based on the recommendations of the Audit Committee, the Board of Directors has at its meeting held on August 2, 2006, proposed the appointment of M/s. Brahmayya & Co., Chartered Accountants, Hyderabad presently Internal Auditors of the Company, as the Statutory Auditors in the place of M/s. Balarami & Nagarjuna, Chartered Accountants for the financial year 2006-07.

The Company has received a special notice from a Member of the Company, in terms of the provisions of the Act, signifying the intention to propose the appointment of M/s. Brahmayya & Co., Chartered Accountants, Hyderabad as the Auditors of the Company from the conclusion of this Annual General Meeting till the conclusion of the next Annual Genera Meeting. M/s. Brahmayya & Co., Chartered Accountants expressed their willingness to act as Auditors of the Company, if appointed and have further confirmed that the said appointment would be in conformity with the provisions of Section 224(1B) of the Act.

The Members' approval is being sought to the appointment of M/s. Brahmayya & Co., Chartered Accountants as the Statutory Auditors and to authorize the Board of Directors, on the recommendation of the Audit Committee, to determine the remuneration payable to the Auditors.

The Board recommends this resolution for your approval. No director is concerned or interested in the passing of this resolution.

#### Item No. 4:

Mr. Shanker Trivedi was appointed as an Additional Director by the Board on 30<sup>th</sup> September 2005 pursuant to the provisions of Section 260 of the Companies Act, 1956. He holds office only up to the date of this Annual General Meeting. The Company has received a notice in writing form a member pursuant to the provisions of Section 257 of the Companies Act, 1956 proposing Mr. Trivedi for the office of Director.

Mr. Trivedi is a M.B.A. from IIM Culcutta and M.S. in Mathematics and Computing from IIT Delhi. He has over 20 years of experience in senior marketing and executive business management positions in the U.S., the U.K. and India.

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The Board of Directors considers that in view of the background and experience of Mr. Trivedi, it would be in the interest of the Company to appoint him as a Director of the Company.

Mr. Trivedi does not hold any shares in the Company. The Board recommends this resolution for your approval.

No director is concerned or interested in the passing of this resolution.

#### Item No. 5:

Mr. B. S. Srinivasn was appointed as an Additional Director by the Board on 12<sup>th</sup> July 2006 pursuant to the provisions of Section 260 of the Companies Act, 1956. He holds office only up to the date of this Annual General Meeting. The Company has received a notice in writing form a member pursuant to the provisions of Section 257 of the Companies Act, 1956 proposing Mr. Srinivasn for the office of Director.

Mr. Srinivasan is a fellow member of the Institute of Chartered Accountants of India and he is practicing chartered accountant since 1974 rendering services in the field of finance, accounts, auditing, internal control and audit system, income tax consultation to various companies, banks, service organizations, educational and charitable institutions etc.

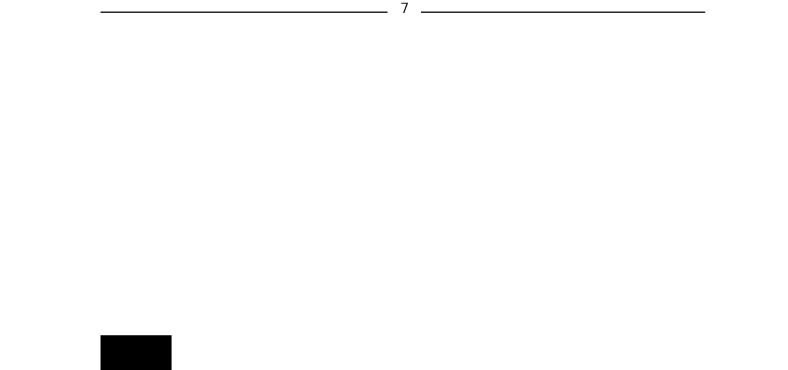
The Board of Directors considers that in view of the background and experience of Mr. Srinivasan, it would be in the interest of the Company to appoint him as a Director of the Company.

Mr. Srinivasan does not hold any shares in the Company. The Board recommends this resolution for your approval.

No director is concerned or interested in the passing of this resolution.

On behalf of Board of Directors

Place: Hyderabad Date: 02-08-2006 Bhaskar Rao Madala Whole-time Director



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### **Directors' Report**

#### Dear Members,

The Directors have pleasure in submitting the Annual Report of the Company together with the Audited statement of Accounts for the year ended March 31, 2006.

#### **Financial Results**

|                         | (Rs. in Lakhs) |         |
|-------------------------|----------------|---------|
|                         | 2005-06        | 2004-05 |
|                         |                |         |
| Gross Revenue           | 645.37         | 579.89  |
| Total Expenditure       | 393.46         | 536.39  |
| Operating Profit        | 251.91         | 43.50   |
| Other Income            | 125.57         | 128.03  |
| Interest                | Nil            | Nil     |
| Depreciation            | 45.45          | 53.98   |
| Profit before Tax       | 332.04         | 117.55  |
| Provision for Taxation  | 20.00          | 22.00   |
| Profit after Tax        | 312.04         | 36.32   |
| Earning per Share (Rs.) | 1.68           | 0.19    |
| Dividend                | Nil            | Nil     |

#### **Review of Operations** :

#### Parent Company

During the year under review, your Company recorded income of Rs. 645.37 Lakhs from export of software in comparison with previous year's income of Rs. 579.89 Lakhs. Your company achieved net profit of Rs. 312.04 Lakhs for the year 2006 in comparison with the previous year's net profit of Rs. 36.32 Lakhs.

#### Subsidiary Company

SoftSol Resources Inc., USA (SRI) a wholly owned subsidiary of your Company, recorded total revenue of US\$ 14.57 Millions in comparison with the previous year's revenue of US\$ 11.49 Millions. SRI recorded net profit of US\$ 23,952 for the year 2005 in comparison with the previous year's net profit of US\$ 69,561.

#### Dividend

Your Company, in order to fuel its growth has been ploughing back the profits generated. Since your Company is in growth face your directors recommend that the entire profits during 2005-2006 is ploughed back. Consequently your directors do not recommend dividend for the year 2005-2006.

#### Management Discussions and Analysis Report:

Management Discussions and Analysis is annexed to this Report.

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#### Directors:

As per the provisions of the Companies Act, 1956 read with Articles of Association of the Company, Mr. Srinivasa Rao Madala, retire by rotation and being eligible offer himself for re-appointment at this Annual General Meeting.

Mr. Shanker Trivedi and Mr. B. S. Srinivasan have been appointed as Additional Directors on September 30, 2005 and July 12, 2006 respectively. Both Mr. Shanker Trivedi and Mr. Srinivasan are independent directors. As per the provisions of Section 260 of the Companies Act, 1956, these directors hold office only up to the date of the forthcoming Annual General Meeting of the Company. The Company has received notices under Section 257 of the Act in respect of the above persons, proposing their appointment as a directors of the Company, along with requisite deposit. Resolutions seeking approval of the Shareholders for their appointment have been incorporated in the Notice of the forthcoming Annual General Meeting along with brief details of the candidates.

Dr. Jayaprakash Narayan resigned from the Directorship of the Company due to his inability to attend the Board Meetings. The Board accepted his resignation on July 12, 2006.

#### Corporate Governance:

A report on Corporate Governance is annexed to this report.

#### Auditors:

The present Auditors of the Company, M/s. Balarami & Nagarjuna, Chartered Accountants, Hyderabad, have expressed their unwillingness to be re-appointed as Auditors on their retirement at the forthcoming Annual General Meeting. The Company has received a special notice from a shareholder of the Company, in terms of the provisions of the Companies Act, 1956, signifying the intention to propose the appointment M/s. Brahmayya & Co., Chartered Accountants, Hyderabad as Statutory Auditors of the Company from the conclusion of the ensuing Annual General Meeting till the conclusion of the next Annual General Meeting. M/s. Brahmayya & Co., Chartered Accountants have also expressed their willingness to act as Auditors of the Company, if appointed, and have further confirmed that the said appointment would be in conformity with the provisions of Section 224 (1B) of the Companies Act, 1956.

#### Fixed Deposits:

Your Company has not accepted/invited any deposits from the Public for the year under review within the meaning of Section 58A of the Companies Act, 1956 and the rules made there under.

# Information u/s. 217(1)(e) of the Companies Act, 1956 read with the Companies (Disclosure of Particulars in the report of Board of Directors) Rules, 1988.

Conservation of Energy, Technology Absorption, Foreign Exchange earnings and Outgo:

a) Conservation of Energy: The operations of the Company involve low energy consumption. Adequate measures have, however, been taken to conserve energy.

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- b) Technology Absorption: Since business and technologies are changing constantly, investment in research and development activities is of paramount importance. Your Company continues its focus on quality up gradation of product and services development.
- c) Foreign Exchange earnings and outgo: Total foreign exchange earnings during the year were Rs. 645.37 Lakhs (Previous year Rs. 579.89 Lakhs) and foreign exchange outgo was Rs. 13.96 Lakhs (previous year Rs. 299.23 Lakhs).

#### Particulars of Employees:

Information as per Section 217(2A) of the Companies Act, 1956 read with the Companies (Particulars of Employees) Rules, 1975 is not required as no employee falls under the category.

#### Directors' Responsibility Statement:

In terms of the provisions of section 217(2AA) of the Companies Act, 1956 (Act), your Directors confirm as under:

- 1. That, in the preparation of the annual accounts, the applicable Accounting Standards had been followed along with the proper explanation relating to material departures;
- 2. That, the Directors had 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 period.
- 3. That, the Directors had taken proper and sufficient care for the maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding the assets of the Company and for preventing and detecting fraud and other irregularities;
- 4. That, the Directors had prepared the annual accounts on a going concern basis.

#### Acknowledgements:

Your Directors take this opportunity to thank all investors, business partners, clients, banks, regulatory and governmental authorities, stock exchanges and employees for their continued support.

On behalf of Board of Directors

Place: Hyderabad Date: 02-08-2006 Bhaskar Rao Madala Whole-time Director

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# **Report On Corporate Governance**

#### 1. Company's Philosophy on Corporate Governance

The Company's philosophy on Corporate Governance lays strong emphasis on transparency, accountability and integrity. SoftSol has complied with the requirements of the Corporate Governance Code in terms of Clause 49 of the Listing Agreement with the Stock Exchanges as disclosed here in below:

#### 2. Board of Directors

### Composition of the Board:

The Company has an optimum combination of Executive and Non-Executive Directors. The Chairman is a Non-Executive Director and the number of Independent Non-Executive Directors is more than one third of the Board's strength at any point of time. All Independent Non-Executive Directors comply with the legal requirements of being "Independent." The composition of the Board of Directors of the Company as on March 31, 2006 is as follows:

| Name of the<br>Director     | Category                                  | Designation                                  | Directorship<br>in other<br>companies<br>@ | Chairmanship<br>in committees<br>of Board<br>of other<br>companies \$ | Membership in<br>committees<br>of Board<br>of other<br>companies |
|-----------------------------|---|--|--|---|--|
| Mr. Srinivasa Rao<br>Madala | Promoter<br>Director                      | Chairman                                     | Nil  | Nil   | Nil  |
| Dr. Durga V.L.K<br>Madala   | Promoter<br>Director                      | Director                                     | Nil  | Nil   | Nil  |
| Mr. Bhaskar Rao<br>Madala   | Executive<br>Director                     | Whole-time<br>Director                       | Nil  | Nil   | Nil  |
| Dr. T. Hanuman<br>Chowdary  | Independent<br>Non- Executive<br>Director | Director                                     | Three                                      | One   | Nil  |
| Dr. Jayaprakash<br>Narayan  | Independent<br>Non- Executive<br>Director | Director                                     | One  | Nil   | Nil  |
| Mr. Shanker Trivedi         | Independent<br>Non- Executive<br>Director | Director                                     | Nil  | Nil   | Nil  |
| Mr. B.S.<br>Srinivasan      | Independent<br>Non- Executive<br>Director | Alternate<br>Director to Dr.<br>Durga Madala | Nil  | Nil   | Nil  |

@ Directorships in private and foreign companies are excluded.

\$ Membership of only Audit Committee and Shareholders Grievance Committee has been considered.

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#### Subsequent changes in the Board:

Dr. Jayaprakash Narayan resigned on July 12, 2006 and in the vacancy so caused, Mr. B. S. Srinivasan was appointed as a Director of the Company, effective July 12, 2006.

#### Details of Board Meetings and Attendance:

During the financial year 2005-06 Board of Directors of the Company met seven times on 18-04-2005, 18-05-2005, 20-06-2005, 28-07-2005, 30-09-2005, 24-10-2005 and 31-01-2006. The attendance details of the directors at the Board Meetings and last Annual General Meeting is as follows:

| Name of the Director     | No. of Board<br>Meetings held | No. of Board<br>Meetings attended | Whether attended<br>last AGM held on<br>September 30, 2005 |
|--------------------------|-------------------------------|-----------------------------------|--|
| Mr. Srinivasa Rao Madala | 7                             | 1                                 | Yes  |
| Dr. Durga V.L.K Madala   | 7                             | Nil                               | No   |
| Mr. Bhaskar Rao Madala   | 7                             | 7                                 | Yes  |
| Dr. T. Hanuman Chowdary  | 7                             | 7                                 | Yes  |
| Dr. Jayaprakash Narayan  | 7                             | 4                                 | No   |
| Mr. Shanker Trivedi      | 7                             | Nil                               | No   |
| Mr. B.S.Srinivasan       | 7                             | 7                                 | Yes  |

#### Code of Conduct:

The Board has laid down a code of conduct for all Board members and senior management of the Company. The Company has obtained the confirmation of the Compliance with the Code from all its Board members and senior management personnel for the current year.

# Details of the Director seeking re-appointment at the forthcoming Annual General Meeting

| Name:                | Mr. Srinivasa Rao Madala |
|----------------------|--------------------------|
| Date of Birth:       | 01-06-1961               |
| Nationality:         | Indian                   |
| Date of Appointment: | 27-12-1998               |

Mr. Madala is a B.E. (Mech.) from REC, Warangal, and P.G. Diploma in Industrial Engineering from NITIE, Mumbai. To his credit he has published a paper titled " A Search for optimal Frequency of Shutdown through Computer Simulation" in Maintenance Management International, Netherlands, 1987. Mr. Madala was employed by Tata Borroughs Limited (now called Tata Unisys Limited), Mumbai and was deputed to work in UNISYS, Atlanta in 1986. Prior to setting up his own ventures, Mr. Madala has provided his services as a consultant for Tata Burroughs Limited- Mumbai, UNISYS-Atlanta, Pasific Bell-San Ramon and Bellcore-New Jersey. He has experience in Application Development, Process Re-engineering, Systems Engineering and Project Management.

Mr. Madala is the driving force behind the SoftSol Group and has over 20 years of experience in System Engineering, Application Development, Feasibility Studies, Project Management and Business Development. Mr. Madala is the Promoter and Chairman of SoftSol India Limited and SoftSol Resources Inc., U.S.A. He also co-founded SoftSol Technologies, Inc., U.S.A., the parent company, wherein he is a Director.

Mr. Madala does not own any shares in the Company and he is not holding any other directorships in Public Limited Companies in India.

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#### 3. Audit Committee

The Audit Committee of the Company is constituted in line with the provisions of Clause 49 of the Listing Agreement read with Section 292A of the Companies Act, 1956. The terms of reference include:

- a) Overseeing the Company financial reporting process.
- b) Reviewing periodical financial results, financial statements and adequacy of internal control systems.
- c) Approving Internal Audit plans and reviewing efficacy of the function.
- d) Discussion and review of periodic audit reports, and
- d) Discussions with external auditors about the scope of the audit including the observations of the auditors.

Minutes of the Audit Committee are circulated to the members of the Committee and the Board is kept appraised.

#### Composition and Attendance:

There are three members of the audit committee and all the members of the committee are Non-Executive Independent Directors. Members of the Audit Committee are Dr. Jayaprakash Narayan, Dr. T.Hanuman Chowdary and Mr. B.S.Srinivasan. Dr. Jayaprakash Narayan is the Chairman of the Audit Committee. The Company Secretary acts as the Secretary to the Committee.

During the financial year 2005-06 Audit Committee of the Board of Directors met six times on 18-04-2005, 18-05-2005, 20-06-2005, 28-07-2005, 24-10-2005 and 31-01-2006. The attendance details of the members of the audit committee is as follows:

| Name of the Committee<br>Members | Number of Meetings held | Number of Members<br>Meetings attended |
|----------------------------------|-------------------------|--|
| Dr. Jayaprakash Narayan          | 6                       | 3                                      |
| Dr. T. Hanuman Chowdary          | 6                       | 6                                      |
| Mr. B. S. Srinivasan             | 6                       | 6                                      |

Audit Committee was re-constituted on July 12, 2006 due to resignation of Dr. Jayaprakash Narayan as director of the Company, Mr. Bhaskar Rao Madala is co-opted as member of the Committee in his place. Mr. B. S. Srinivasan is also co-opted as member of the Committee on his appointment as Independent Additional Director by the Board on July 12, 2006.

#### 4. Remuneration Committee

#### Terms of Reference:

The terms of reference of the Remuneration Committee are:

- a) To review and approve / recommend the remuneration for the Corporate officers and Whole-time director of the Company
- b) To review and recommend to the Board the remuneration policy for the Company.
- c) To approve grant of stock options to the employees and / or directors of the Company and subsidiary.
- d) To discharge such other functions or exercise such powers as may be delegated to the Committee by the Board from time to time.

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#### **Remuneration Policy:**

The Committee has the mandate to review and recommend compensation payable to the Whole-time Director and Senior Executives of the Company. No director other than Mr. Bhaskar Rao Madala is drawing remuneration from Company. Mr. Bhaskar Rao Madala is drawing remuneration for the services rendered in the capacity of Whole-time Director of the Company. A sitting fee of Rs. 4,000 (Rupees four thousand only) is being paid to non-executive directors for attending each board meeting.

#### Composition and Attendance:

The Remuneration Committee comprises of three non-executive independent directors Dr. T.Hanuman Chowdary, Mr. B.S.Srinivasan. Dr. Jayaprakash Narayan (Chairman).

The meeting of the Remuneration Committee was held on 28-07-2005 and all the members of the Committee were attended the meeting.

Remuneration Committee was re-constituted on July 12, 2006 due to resignation of Dr. Jayaprakash Narayan as director of the Company, Dr. Durga. V. L. K. Madala is co-opted as member of the Committee in his place. Mr. B. S. Srinivasan is also co-opted as member of the Committee on his appointment as Independent Additional Director by the Board on July 12, 2006.

The details of remuneration and sitting fees paid or provided to each of the Directors during the year 2005-06 are as follows: (In Rs.)

|                          |                        |                   |            |                 | (111 KS.) |
|--------------------------|------------------------|-------------------|------------|-----------------|-----------|
| Name of the Director     | Designation            | Salary &<br>Perks | Commission | Sitting<br>Fees | Total     |
| Mr. Srinivasa Rao Madala | Director               | Nil               | Nil        | Nil             | Nil       |
| Dr. Durga VLK Madala     | Director               | Nil               | Nil        | Nil             | Nil       |
| Mr. Bhaskar Rao Madala   | Whole-time<br>Director | 10,26,258         | Nil        | Nil             | 10,26,258 |
| Dr. T. Hanuman Chowdary  | Director               | Nil               | Nil        | 29,000          | 29,000    |
| Dr. Jayaprakash Narayan  | Director               | Nil               | Nil        | 12,000          | 12,000    |
| Mr. Shanker Trivedi      | Director               | Nil               | Nil        | Nil             | Nil       |
| Mr. B.S.Srinivasan       | Director               | Nil               | Nil        | 29,000          | 29,000    |

No other benefits, bonuses, stock options, pensions or performance-linked incentives are paid to directors except as mentioned above and there are no pecuniary relationships or transactions by the non-executive directors during the financial year.

#### Shareholding details of non-executive directors:

Shareholding details of non-executive directors of the Company as on March 31, 2006 is as follows:

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| Name of the Director      | No. of shares held as on 31-03-2006 |
|---------------------------|-------------------------------------|
| Mr. Srinivasa Rao Madala  | Nil                                 |
| Dr. Durga V. L. K. Madala | 6,81,964 equity shares              |
| Dr. T. Hanuman Chowdary   | Nil                                 |
| Dr. Jayaprakash Narayan   | Nil                                 |
| Mr. Shanker Trivedi       | Nil                                 |
| Mr. B.S. Srinivasan       | Nil                                 |

None of the Non-executive directors have any material pecuniary relationship or transactions with the Company.

#### 5. Share Transfers and Shareholders Grievance Committee

The Share Transfers and Shareholders Grievance Committee comprises of two non-executive independent directors and one executive director. Mr. Bhaskar Rao Madala, Mr. B.S.Srinivasan. Dr. Jayaprakash Narayan (Chairman). Mrs. Chavali Lalitha, Company Secretary is the Compliance Officer.

Share Transfers Committee was re-constituted on July 12, 2006 due to resignation of Dr. Jayaprakash Narayan as director of the Company and member of the committee, Dr. T. Hanuman Chowdary is co-opted as member of the Committee in his place. Mr. B. S. Srinivasan is also co-opted as member of the Committee on his appointment as Independent Additional Director by the Board on July 12, 2006.

#### Scope of the Committee

The scope of the Shareholders' Share Transfers and Shareholders Grievance Committee is to review and address the grievances of the shareholders in respect of share transfers, transmissions, dematerializations and rematerialisation of shares, dividend, change of address, and other miscellaneous matters.

During the year Company has not received any complaints from the shareholders and there are no pending shareholder complaints or share transfers as on date of this report.

#### Meetings and Attendance:

The Committee met 19 times on 04-04-2005, 11-04-2005, 28-04-2005, 02-06-2005, 24-06-2005, 07-07-2005, 28-07-2005, 23-08-2005, 03-09-2005, 12-09-2005, 27-09-2005, 24-10-2005, 10-11-2005, 15-11-2005, 19-12-2005, 04-01-2006, 20-01-2006, 31-01-2006 and 06-03-2006 to approve share transfers, issue of duplicate shares and review matters connected with redressal of shareholders complaints.

| Name of the Committee Members | Number of<br>Meetings held | Number of<br>Meetings attended |
|-------------------------------|----------------------------|--------------------------------|
| Dr. Jayaprakash Narayan       | 19                         | 19                             |
| Mr. Bhaskara Rao Madala       | 19                         | 19                             |
| Mr. B. S. Srinivasan          | 19                         | 19                             |

Attendance of Directors at the Committee meetings is as under:

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### 6. Annual General Meetings

Details of the last three Annual General Meetings (AGM) are as follows:

| Year/Period | Day, Date and Time   | Location  |
|-------------|--|---|
| 2002-03     | Thursday, 25 <sup>th</sup> September 2003<br>at 11.00 A.M. | At the Registered office of the Company at<br>Plot No.4, Infocity, Madhapur, Hyderabad – 500 033. |
| 2003-04     | Thursday, 30 <sup>th</sup> September 2004<br>at 11.00 A.M. | At the Registered office of the Company at Plot No.4,<br>Infocity, Madhapur, Hyderabad – 500 033. |
| 2004-05     | Friday, 30 <sup>th</sup> September 2005<br>at 11.00 A.M.   | At the Registered office of the Company at Plot No.4,<br>Infocity, Madhapur, Hyderabad – 500 033. |

A special resolution was passed by the shareholders at the 14th AGM held on September 30, 2004 to accord their consent to delist the equity shares of the Company from the Hyderabad Stock Exchange Limited. No special resolution was passed by the shareholders at the last Annual General Meeting. No business was transacted through postal ballot at the last three Annual General Meetings. At the forthcoming Annual general Meeting no business is required to be transacted through postal ballot.

### 7. Disclosures:

a) Details of Related Party Transactions:

SoftSol Technologies Inc., USA (STI) holds 47.64% of the total shareholding of SoftSol India Limited. However there have been no transactions between SIL & STI during the financial year ended 31-03-2006 and in the corresponding previous year.

SoftSol India Limited holds 100% shareholding of SoftSol Resources Inc., USA (SRI) and hence SRI is a wholly owned subsidiary of SIL. The transactions details of the Company with the SRI as of 31.03.2006 are:

|                    | 31-03-2006 (in Rs.) | 31.03.2005(in Rs.) |
|--------------------|---------------------|--------------------|
| Sales              | 64,536,740          | 5,79,88,558        |
| Onsite Expenditure | Nil                 | 2,85,62,624        |
| Investment         | 95,34,10,053        | 9,53,404,053       |

No Loans and Advances to Subsidiary Company have been made in the financial year 2005-2006.

b) There are no pecuniary relationship or transactions with non-executive directors vis-à-vis the Company, which has potential conflict with the interests of the Company at large.

·c) The Company has complied with the requirements of the Stock Exchanges, SEBI and other statutory authorities on all matters relating to capital markets during the last three years. No penalties or strictures has been imposed on the Company by Stock Exchange(s) or SEBI or any statutory authority on any matter related to capital markets during last three years.

·d) The Company has complied with all the applicable mandatory requirements of the revised Clause 49 of the Listing Agreement.

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#### 8. Means of Communication :

The Company regularly intimates unaudited as well as audited financial results to the Stock Exchanges, immediately after these are taken on record by the Board. These financial results are normally published in Business Standard/Indian Express (English) and Andhra Bhumi/Andhra Prabha/Andhra Jyothi (Telugu) Newspapers and are displayed on the website of the Company www.softsolindia.com and simultaneously posted on the Electronic Data Information Filing and Retrieval (EDIFAR) website, namely www.sebiedifar.nic.in.

The official news releases an the presentation made to the investors/analysts are also displayed on the Company's website.

Management Discussion and Analysis Report is a part of the Report of the Directors.

#### 9. General Shareholders Information:

Registered Office & address for Correspondence

Plot No. 4, Infocity, Madhapur, Hyderabad – 500 033 Telephone: + 91 (40) 30784305, Facsimile: + 91 (40) 30784306 E-mail: softsol@softsolindia.com, Website: www.softsolindia.com

Annual General Meeting: (Date, Time and Venue)

Friday, the 29<sup>th</sup> day of September 2006 at 10.30 A.M. at the Registered Office of the Company.

#### **Financial Calendar**

The Company follows April-March as its financial year. The results for every quarter beginning from April are declared in the month following the quarter.

#### **Book Closure**

From September 26, 2006 to September 29, 2006 (both days inclusive)

Listing of Shares

The Company shares are listed on The Bombay Stock Exchange Limited and the Company has paid listing fees for the financial year 2005-2006 to the Stock Exchange.

Stock Code/Symbol

The Bombay Stock Exchange Limited - 532344

Share Transfer Agent

Karvy Computershare Private Limited, KARVY House, Road No. 1, Banjara Hills, Hyderabad - 500 034, Tel: + 91 (40) 23326591, Facsimile: +91 (40) 23311968.

Share Transfer System

Equity Shares lodged for transfer in physical mode are normally registered within 15 days from the date of receipt. The Share Transfer Agent is handling all the Share Transfers and related transactions. As on March 31, 2006, no share transfer or complaints were pending.

#### Dematerialization of Shares

The Shares of the Company are in compulsory demat segment and are available for trading in the depository system of both NSDL and CDSL. As on March 31, 2006 1,31,65,218 Equity Shares of the Company forming 70.57 % of the Share Capital of the Company, stand dematerialized.

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International Securities Identification Number: INE002B01016.

#### Market Price Data:

The monthly high and low quotations of shares traded on The Bombay Stock Exchange Limited during each month in last financial year are as follows:

| Month          | BSE – High | BSE – Low | Month         | BSE – High | BSE – Low |
|----------------|------------|-----------|---------------|------------|-----------|
| April 2005     | 24.45      | 18.15     | October 2005  | 52.00      | 35.05     |
| May 2005       | 24.75      | 15.00     | November 2005 | 47.10      | 35.00     |
| June 2005      | 32.50      | 21.70     | December 2005 | 49.45      | 37.25     |
| July 2005      | 32.45      | 22.65     | January 2006  | 42.15      | 35.20     |
| August 2005    | 48.25      | 27.50     | February 2006 | 45.75      | 36.55     |
| September 2005 | 69.25      | 39.60     | March 2006    | 42.15      | 33.55     |

Categorywise Shareholding as at March 31, 2006

| Category  | No. of Shares<br>held | Percentage of<br>Shareholding |
|---|-----------------------|-------------------------------|
| Promoters   | 11658591              | 62.49                         |
| Mutual Funds and UTI                                    | Nil                   | Nil                           |
| Banks, Financial Institutions, Insurance Companies etc. | Nil                   | Nil                           |
| FIIs  | Nil                   | Nil                           |
| Private Corporate Bodies                                | 164172                | 0.88                          |
| Indian Public   | 1336001               | 7.16                          |
| Non-Resident Indians                                    | 165614                | 0.89                          |
| Others  | 5331430               | 28.58                         |
| Total   | 18655808              | 100.00                        |

Distribution of Shareholding as on March 31, 2006:

| Number of Equity<br>Shares held | Shareholders<br>(Numbers) | Shareholders<br>(Percentage) | Shares<br>(Numbers) | Shares<br>(Percentage) |
|---------------------------------|---------------------------|------------------------------|---------------------|------------------------|
| 1 – 5000                        | 2489                      | 84.63                        | 496403              | 2.66                   |
| 5001 – 10000                    | 275                       | 9.35                         | 232785              | 1.25                   |
| 10001 – 20000                   | 84                        | 2.86                         | 124749              | 0.67                   |
| 20001 – 30000                   | 31                        | 1.05                         | 80458               | 0.43                   |
| 30001 – 40000                   | 13                        | 0.44                         | 48337               | 0.26                   |
| 40001 – 50000                   | 9                         | 0.31                         | 41528               | 0.22                   |
| 50001 – 100000                  | 12                        | 0.41                         | 90983               | 0.49                   |
| 100001 & above                  | 28                        | 0.95                         | 17540565            | 94.02                  |
| Total                           | 2941                      | 100.00                       | 18655808            | 100.00                 |

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#### Declaration

As provided under Clause 49 of the Listing Agreement with the Stock Exchanges, the Board Members and the Senior Management Team have confirmed compliance with the Code of Conduct for the Financial Year ended March 31, 2006.

On behalf of Board of Directors

Place: Hyderabad Date: 02-08-2006 Bhaskar Rao Madala Whole-time Director

Certificate of Compliance with the conditions of Corporate Governance under Clause 49 of the Listing Agreement

#### То

The members of SoftSol India Limited

- 1. We have examined the compliance of conditions of Corporate Governance by SoftSol India Limited (the Company) for the year ended March 31, 2006, as stipulated in clause 49 of the listing agreement of the said Company with the stock exchanges in India.
- 2. The compliance of conditions of Corporate Governance is the responsibility of the Management. Our examination was limited to procedures and implementation thereof, adopted by the Company for ensuring the compliance of the conditions of Corporate Governance. It is neither an audit or an expression of opinion on the financial statements of the Company.
- 3. In our opinion and to the best of our information and explanations given to us, we certify that the Company has complied with the conditions of Corporate Governance as stipulated in the above-mentioned listing agreement.
- 4. We further state that such compliance is neither an assurance as to the future viability of the Company nor the efficiency or effectiveness with which the Management has conducted the affairs of the Company.

For and on behalf of MR Vijaya Bhaskara & Associates Company Secretaries

Place: Hyderabad Date:02-08-2006 M. Vijaya Bhaskara Rao Proprietor Certificate of Practice No. 5237

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#### Management Discussion and Analysis Report

#### Industry structure and developments

As per Industry predictions, India would continue to dominate as an offshore destination in the foreseeable future. As per the recent IDC, surveys report the Global IT services' spending is projected to grow at a compounded annual growth rate of 6.4 % for the next few years. In dollar terms it is expected to be approximately around USD 512 billion by 2008.

Global corporations have started adopting offshore outsourcing as their ready choice for cost effectiveness. But more importantly are now bold enough to work with smaller and mid size companies more willingly than 3-5 years ago.

Large clients are now more knowledgeable in evaluating and recognizing the true value of working with a smaller but competent vendor than before. Therefore, the opportunities for special and niche service providers is never more abundant than at present.

#### **Opportunities, Threats, Risks and Concerns**

While the Global IT market is growing at a competitive phase, it also has the risks and threats associated with it. We highlight here the opportunities and associated risks present in the market and your Company's capabilities in brief.

#### **Opportunities**

The opportunities in the Global market for special and niche services that your company is offering are plenty. We are also shielded from the price and competitive pressures that normally make it harder for small to mide size companies from acquiring new business from large corporations. Your company appears to be in a good position to add new clients and good projects than many others of similar size. Your company is putting systems in place to add additional niche areas to our portfolio to enable a steady growth and continous revenue streams over next several years.

#### Threats, Risks and Concerns

Some of the risks and threats associated are discussed in brief:

- Hiring and retention of qualified employees. Your company like any other typical IT services company
  has a challenge to hire, train and retain specialized talent that is suitable to execute large, multi-year
  projects that we are signing up. Your company has adopted numerous measures to address this including
  developing relationships with educational institutions for hiring in larger numbers, designing proper
  policies to retain employees and so on.
- Competition from other vendors. Your company has established strong differentiators where possible in certain areas to minimize the competition from other firms.
- Next year we will have to deal with lot of "growth" issues. Typical problems associated with growing companies have to be addressed. Since we already have infrastructure, working capital, and certain elements needed to address this anticipated growth, we may be able to minimize the risk.

Your Company has adopted the best methods to mitigate the threats and concerns, which are common to the IT industry in general. It shall continue to do so depending on the business needs from time to time.

#### Outlook

The Company endeavours to achieve higher than industry growth rates in both revenues and profits during the coming year. The quality of revenues, profile of new clients that we acquire, and the average size of

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orders from new clients will all improve in the coming year. We anticipate higher percentage of gross profits from the new projects that we undertake during next year.

#### Internal Control Systems and their adequacy

The Company strictly adheres to the internal control systems established Over the years. The internal audit team carries out extensive audit on all operations periodically. The Company has a policy of maintaining effective internal control system and strict implementation of policies and procedures so as to safe guard the assets and interests of the company. The Company has an audit committee consisting of Independent Directors of the Company.

The internal control systems of the Company are implemented with a view to achieve good ethical culture in the organization. The internal control systems of the Company would ensure that any vulnerability in the achievement of the Company's objectives caused by risk factors whether internal or external, existing or emerging, is detected and reported in a timely manner and is meted out with appropriate corrective action.

The Company has quarterly Internal Audit, an independent appraisal function to evaluate the effectiveness of the Company's internal control system. The findings of internal audit are periodically placed before the Audit committee and the Board of directors of the Company.

#### **Financial Performance**

Your company had a consolidated revenues of Rs. 64.12 Crores reflecting a 28% increase over previous year, and Rs. 3.27 Crores net income reflecting a 390% increase over previous year. But more importantly we accomplished many other things that created a platform for rapid growth and profitability for future. For instance, our projections for next year are growth of 40% or more in consolidated income and a 300% increase in net income from software services. We also foresee increase in net profit as a percentage of income as the revenues increase. However, income and growth due to any future acquisitions and other factors could have additional impact on these projections.

#### **Human Resources**

The Company understands the significance of human resources in the growth of an organization and is committed to build a highly motivated and committed Human resource team especially when we are in growth mode. We are boosting our hiring sources and strengthening our recruitment channels to improve both our hiring rate as well as the quality of resources we hire. Additionally, we are taking steps to ensure the resources we have are utilized optimally and motivated to make them feel important part of our success story.

We are establishing relationships with institutions to hire large teams to be able to meet our growth plans.

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### Auditors' Report

То

# The Shareholders of **Softsol India Limited** Hyderabad.

- 1. We have audited the attached Balance Sheet of M/s. SOFTSOL INDIA LIMITED, Hyderabad as at 31st March, 2006 and the Profit and Loss Account for the year ended on that date annexed thereto. These financial statements are the responsibility of the company's management. Our responsibility is to express an opinion on these financial statements based on our audit.
- 2. We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by the management, as well as evaluating the overall financial statements presentation. We believe that our audit provided a reasonable basis for our opinion.
- 3. As required by the Companies (Auditor's Report) Order, 2003, issued by the Central Government of India in terms of sub section (4A) of Section 227 of the Companies Act, 1956, we enclose in the Annexure a statement on the matters specified in paragraphs 4 and 5 of the said order.
- 4. Further to our comments in the Annexure referred to above, we report that:
  - i) We have obtained all the information and explanations, which to the best of our knowledge and belief were necessary for the purpose of our Audit;
  - ii) In our opinion, proper books of accounts as required by law have been kept by the company so far as appears from our examination of those books of the Company;
  - iii) The balance sheet, profit and loss account and cash flow statement dealt with by this report are in agreement with the books of account;
  - iv) In our opinion the balance sheet, profit and loss account and cash flow statement dealt with by this report comply with the accounting standards referred to in sub-section (3) of section 211 of the Companies Act, 1956;
  - v) On the basis of written representation from the directors, as on 31st March 2006 and taken on record by the Board of Directors, we report that none of the directors is disqualified as on 31st March 2006 from being appointed as a director in terms of clause (g) of sub-section (1) of section 274 of the Companies Act, 1956;
  - vi) In our opinion and to the best of our information and according to the explanations given to us, the said accounts give the information required by the Companies Act, 1956, in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India;
    - a) in the case of the balance sheet, of the state of affairs of the company as at 31st March 2006;
    - b) in the case of the profit and loss account, of the profit for the year ended on that date; and
    - c) in the case of the cash flow statement, of the cash flows for the year ended on that date.

For Balarami & Nagarjuna, Chartered Accountants

Place: Hyderabad

(G. Pulla Reddy) Partner

Date: 27-06-2006

Membership No. 201199

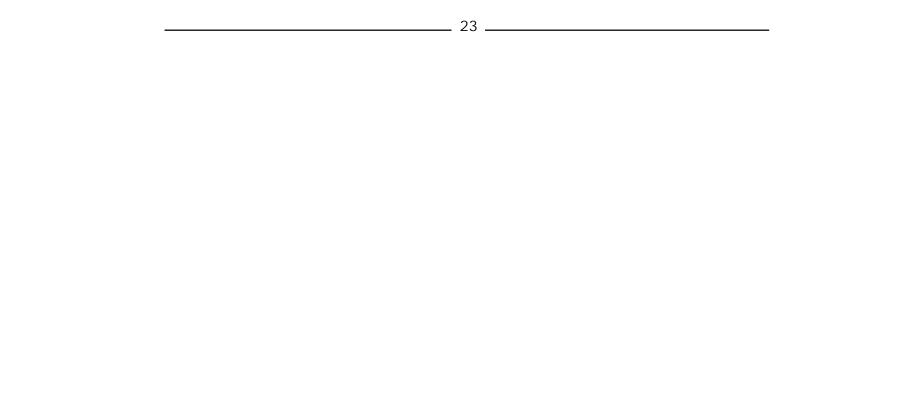
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#### Annexure to Auditors' Report

#### (Referred to in Paragraph 2 of our report of even date)

#### 1. In respect of its fixed assets:

- a. The Company has maintained proper records showing full particulars including quantitative details and situation of fixed assets on the basis of available information.
- b. As explained to us, the fixed assets have been physically verified by the management during the year in a phased periodical manner, which in our opinion is reasonable, having regard to the size of the company and nature of its assets. No material discrepancies were noticed on such physical verification.
- c. In our opinion, the Company has not disposed off substantial part of fixed assets during the year and the going concern status of the Company is not affected.
- 2. In respect of its inventories:
  - a. As explained to us, inventories have been physically verified by the management at regular intervals during the year.
  - b. In our opinion and according to the information and explanations given to us, the procedures of physical verification of inventories followed by the management are reasonable and adequate in relation to the size of the Company and nature of its business.
  - c. The Company has maintained proper records of inventories. As explained to us, there were no material discrepancies noticed on physical verification of inventory as compared to the book records.
- 3. In respect of Loans:
  - a. The Company has not taken/granted loans from/to companies, firms or other parties listed in the register maintained under section 301 of the Companies Act, 1956.
  - b. As the Company has not taken/granted loans from/to companies, firms or other parties listed in the register maintained under section 301 of the Companies Act, 1956, the question of statement on the rate of interest and other terms and conditions on which company has taken loans from companies, firms or other parties listed in the register maintained under section 301 of the Companies Act, 1956 does not arise. The rate of interest and other terms and conditions at which loan was given to M/s. Srujass Software Private Limited were altered during the year and are not prejudicial to the interest of the Company.
  - c. As the Company has not taken loans from companies, firms or other parties listed in the register maintained under section 301 of the Companies Act, 1956, the question of statement on the regular payment of the principal and interest amounts as stipulated does not arise. The company has received regular payment of the principal and interest amount from M/s. Srujass Software Private Limited.
  - d. As the company has not taken loans from companies, firms or other parties listed in the register maintained under section 301 of the Companies Act, 1956, the question of statement on the steps taken for payment of the principal and interest on overdue amount of more than one Lakh does not arise. No amount is over due to be received from M/s. Srujass Software Private Limited.
- 4. In our opinion and according to the information and explanations given to us, there are adequate internal control procedures commensurate with the size of the Company and the nature of its business for the purchase of inventory, fixed assets and also for the sale of goods. During the course of our audit, based on our audit procedures applied, we have not observed any continuing failure to correct major weaknesses in internal controls.



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5. In respect of transactions covered under Section 301 of the Companies Act 1956:

- a. In our opinion according to the information and explanations given to us the transactions in pursuance of the contracts or arrangements, that needed to be entered in the register maintained under section 301 of the Companies Act, 1956 have been so entered.
- b. In our opinion and according to the information and explanations given to us, there are no transactions in pursuance of contracts or arrangements entered in the register maintained under Section 301 of the Companies Act, 1956 aggregating during the year to Rs. 5,00,000/- (Rupees Five Lacks only) or more in respect of any party.
- 6. The Company has not accepted any deposits from the public.
- 7. In our opinion, the internal audit system of the Company is commensurate with its size and nature of its business.
- 8. In our opinion and according to the information and explanation given to us, the company is exempted to maintain the cost records in pursuant to the Rules made by the Central Government for the maintenance of cost records under Section 209(1) (d) of the Companies Act, 1956.
- 9. In respect of statutory dues:
  - a. The company is regular in depositing with appropriate authorities undisputed statutory dues including provident fund, investor education protection fund, employees state insurance, income tax, sales tax, wealth tax, custom duty, excise duty, cess and other material statutory dues applicable to it.
  - b. According to the information and explanations given to us no undisputed amounts payable in respect of the aforesaid dues were outstanding as at 31<sup>st</sup> March, 2006 for a period of more than six months from the date of becoming payable.
- c. Demand for an amount of Rs. 1,82,38,564/- was made by the Income tax department against the profit earned during the financial year ended 31-03-2001. Income Tax Tribunal has granted part relief against the said demand during the year 2004-05. For the remaining amount the Company has filed appeal before Honorable High Court, Andhra Pradesh for adjudication.

Demand for an amount of Rs. 1,21,54,880/- has been made by the Income tax department against the profit earned during the financial year ended 31-03-2002. No provision is made in the current financial year as the matter is pending before Commissioner Appeal for adjudication.

Demand for an amount of Rs. 37,53,354/- has been made by the Income tax department u/s 201(1) of the Income Tax Act for not deducting the tax at source during the financial year ended 31-03-2002. No provision is made in the current financial year as the matter is pending before Commissioner Appeal for adjudication.

Demand for an amount of Rs. 67,60,016/- has been made by the Income Tax Department against the profit earned during the Financial year ended 31-03-2003. No provision is made in the current financial year as the matter is pending before commissioner appeal for adjudication.

- 10. The Company has no accumulated losses and has not incurred any cash losses during the financial year covered by our audit or in the immediately preceding financial year.
- 11. Based on our audit procedures and according to the information and explanation given to us, we are of the opinion that the Company has not defaulted in repayment of dues to financial institutions, banks or debenture holders.
- 12. In our opinion and according to the information and explanation given to us, no loans and advances have been granted by the Company on the basis of security by way of pledge of shares, debentures and other securities.

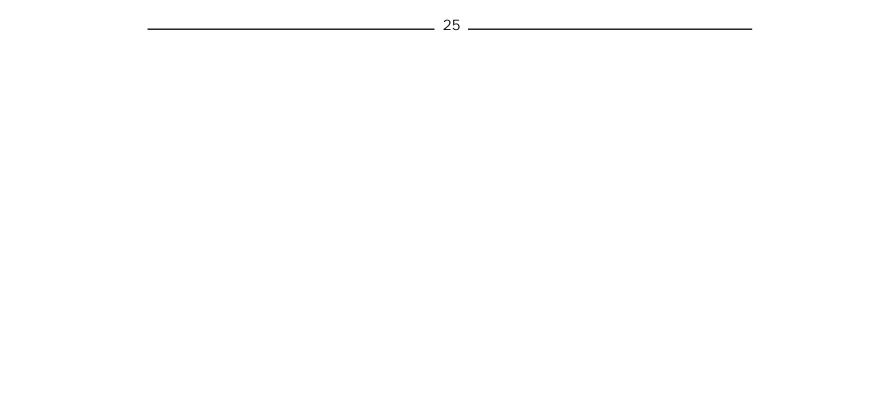
other securities.

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- 13. In our opinion the Company is not a chit fund or a nidhi /mutual benefit fund/ society . Therefore clause 4(xiii) of the Companies (Auditor's Report) Order 2003 is not applicable to the Company.
- 14. The Company has maintained proper records of transactions and contracts in respect of trading in securities, debentures and other investments and timely entries have been made therein. All shares, debentures and other investments have been held by the Company in its own name.
- 15. The Company has not given guarantees for loans taken by the others from banks or financial institutions.
- 16. The Company has not raised any new term loans during the year. No term loans were outstanding at the beginning of the year.
- 17. According to the information and explanations given to us and on an overall examination of the statements and records of the company, that no funds was raised on short-term basis, and hence usage of the same during the period for long-term investment and vice versa does not arise.
- 18. During the year the Company has not made any preferential allotment of shares to parties and Companies covered in the register maintained under Section 301 of the Companies Act, 1956.
- 19. According to the information and explanations given to us, the company has not issued debentures during the period covered by our report.
- 20. The Company has not raised any money by way of public issue during the year.
- 21. In our opinion and according to the information and explanations given, to us no fraud on or by the Company has been noticed or reported during the year, that causes the financial statements to be materially misstated.

For Balarami & Nagarjuna, Chartered Accountants

Place: Hyderabad Date: 27-06-2006 (G. Pulla Reddy) Partner Membership No. 201199



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# BALANCE SHEET OF SOFTSOL INDIA LIMITED AS AT 31<sup>st</sup> MARCH 2006

|       | :                                       | Schedule<br>No. | AS AT<br>31-03-2006<br>(in Rupees) | As at<br>31-03-2005<br>(in Rupees) |
|-------|---|-----------------|------------------------------------|------------------------------------|
| . (A) | ) SOURCE OF FUNDS                       |                 |                                    |                                    |
| 1.    | Share Holder's Funds                    |                 |                                    |                                    |
|       | (a) Share Capital                       | 1               | 190,416,190                        | 190,416,190                        |
|       | (b) Reserves and Surplus                | 2               | 1,056,838,233                      | 1,025,634,532                      |
|       | TOTAL                                   |                 | 1,247,254,423                      | 1,216,050,722                      |
| (B)   | APPLICATION OF FUNDS                    |                 |                                    |                                    |
| 1.    | Fixed Assets                            |                 |                                    |                                    |
|       | a) Gross Block                          | 3               | 83,345,338                         | 83,218,262                         |
|       | Less : Depreciation                     |                 | 35,433,130                         | 31,510,737                         |
|       | b) Net Block                            |                 | 52,912,208                         | 51,707,525                         |
|       | Add: Capital Work In Progress           |                 | 34,989.667                         | 328,801                            |
|       | Sub-Total                               | _               | 87,901,875                         | 52,036,326                         |
| 2.    | Investments                             | 4               | 953,410,053                        | 953,404,053                        |
| 3.    | Current Assets, Loans & Advance         | es 5            | 222,315,457                        | 221,859,901                        |
|       | Less : Current Liabilities & Provisions | 6               | 16,372,962                         | 11,249,559                         |
|       | Net Current Assets                      |                 | 205,942,495                        | 210.610,343                        |
|       | TOTAL                                   |                 | 1,247,254,423                      | 1,216,050,722                      |

For Balarami & Nagarjuna Chartered Accountants

# For and on behalf of the Board of SoftSol India Limited

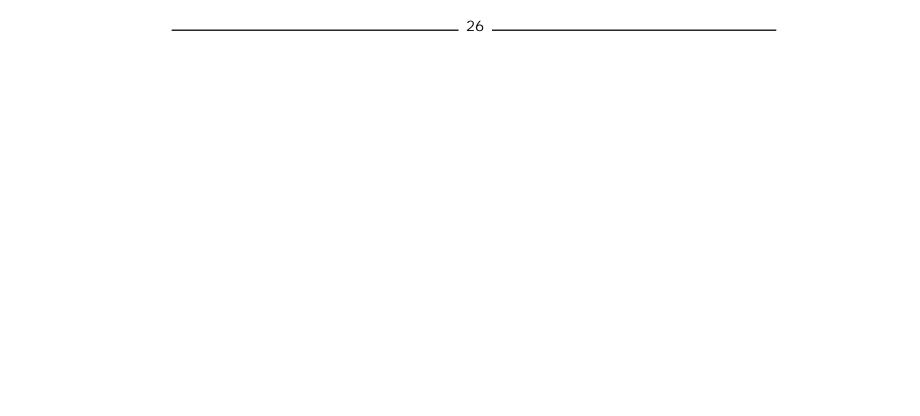
#### (G. Pulla Reddy) Partner

Place : Hyderabad Date : 27-06-2006 (Bhaskar Rao Madala) Whole - Time Director

> (B.S. Srinivasan) Director

(Dr. T. Hanuman Chowdary) Director

> (C. Lalitha) Company Secretary



# Sixteenth Annual Report 2005-06

# PROFIT & LOSS ACCOUNT OF SOFTSOL INDIA LIMITED FOR THE YEAR ENDED 31<sup>st</sup> MARCH'2006

|  | Schedule<br>No.                         | Current Year<br>31-03-2006<br>(in Rupees) | Previous Year<br>31-03-2005<br>(in Rupees)  |
|--|---|---|---|
| INCOME   |   |   |   |
| Income from Software Exports   | 7                                       | 64,536,740                                | 57,988,558                                  |
| Other Income   | 8                                       | 12,557,536                                | 12,803,278                                  |
| TOTAL INCOME (A)   |   | 77,094,276                                | 70,791,836                                  |
| EXPENDITURE  |   |   |   |
| Personnel Expenses   | 9                                       | 27,503,276                                | 11,806,118                                  |
| Operating & Administration Expenses  | 10                                      | 11,565,876                                | 41,693,141                                  |
| Financial Charges  | 11                                      | 276,492                                   | 140,126                                     |
| TOTAL EXPENDITURE (B)  |   | 39,345,644                                | 53,639,385                                  |
| PROFIT BEFORE DEPRECIATION & 1   | ГАХ (А-В)                               | 37,748,632                                | 17,152,451                                  |
| Depreciation   | 3                                       | 4,544,931                                 | 5,397,992                                   |
| PROFIT BEFORE TAX  |   | 33,203,701                                | 11,754,459                                  |
| Public Issue Exp. Written Off  |   | -   | 5,922,580                                   |
| NET PROFIT BEFORE TAX  |   | 33,203,701                                | 5,831,879                                   |
| Provision for Taxation   |   | 2,000,000                                 | 2,200,000                                   |
| PROFIT FOR THE YEAR/PERIOD   |   | 31,203,701                                | 3,631,879                                   |
| Balance brought forward from previou   | s year                                  | 198,063,674                               | 194,794,982                                 |
| AMOUNT AVAILABLE FOR APPROPR   | IATION                                  | 229,267,375                               | 198,426,861                                 |
| APPROPRIATIONS<br>Transfer to General Reserve<br>Balance Carried Forward to Balance Sl | heet                                    | -<br>229,267,375                          | 363,188<br>198,063,673                      |
|  |   | 229,267,375                               | 198,426,861                                 |
| Earning Per Share (Basic & Diluted)  |   | 1.68                                      | 0.19  |
| NOTES ON ACCOUNTS  | 12                                      |   |   |
| For Balarami & Nagarjuna<br>Chartered Accountants                                      |   |   | behalf of the Board<br>oftSol India Limited |
| (G. Pulla Reddy)<br>Partner  | (Bhaskar Rao Mada<br>Whole - Time Direc |   | uman Chowdary)<br>Director                  |
| Place : Hyderabad<br>Date : 27-06-2006   | (B.S. Srinivasan<br>Director            |   | C. Lalitha)<br>any Secretary                |

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# SCHEDULES FORMING PART OF THE BALANCE SHEET

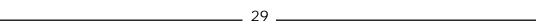
|     |  |                                | As at<br>31-03-2006<br>(in Rupees) | As at<br>31-03-2005<br>(in Rupees) |
|-----|--|--------------------------------|------------------------------------|------------------------------------|
| 01. | SHARE CAPITAL<br>Authorised  |                                |                                    |                                    |
|     | 50,000,000 Equity Shares of I<br>Issued  | Rs.10/- each                   | 500,000,000                        | 500,000,000                        |
|     | 19,681,430 Equity Shares of I  | Rs. 10/-each                   | 196,814,300                        | 196,814,300                        |
|     | Subscribed   |                                |                                    |                                    |
|     | 19,455,630 Equity shares Rs.   | 10/- each                      | 194,556,300                        | 194,556,300                        |
|     | Paid Up Capital<br>1,86,27,608 Equity shares of<br>28,200 Equity shares of Rs.5/ |                                | 186,276,080<br>141,000             | 186,276,080<br>141,000             |
|     | Shares Forfeited<br>7,99,822 Equity shares of Rs.                                | 5/- each                       | 186,417,080<br>3,999,110           | 186,417,080<br>3,999,110           |
|     | TOTAL  |                                | 190,416,190                        | 190,416,190                        |
| 02. | RESERVES AND SURPLUS   | Opening Balance.<br>01.04.2005 | Additions                          | Closing Balance<br>31.03.2006      |
|     | Share Premium Account  | 757,880,730                    | -                                  | 757,880,730                        |
|     | General Reserve  | 69,690,129                     | -                                  | 69,690,129                         |
|     | Profit & Loss Account  | 198,063,673                    | 31,203,701                         | 229,267,374                        |
|     | TOTAL  | 1,025,634,532                  | 31,203,701                         | 1,056,838,233                      |
| 04. | INVESTMENTS  |                                |                                    |                                    |
|     | NSC  |                                | 6,000                              |                                    |
|     | Unquoted   |                                |                                    |                                    |
|     | Long Term Investments In Sub   |                                | 953,404,053                        | 953,404,053                        |
|     | (13,120 common stock of USD  | 100 each)                      |                                    |                                    |
|     | TOTAL  |                                | 953,410,053                        | 953,404,053                        |

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| 3. FIXED ASSETS                           | TS                   |                                 |                                  |                     |                     |              |                    |                   |                     | in Rupees                  |
|---|----------------------|---------------------------------|----------------------------------|---------------------|---------------------|--------------|--------------------|-------------------|---------------------|----------------------------|
|   |                      | GROSS                           | BLOCK                            |                     |                     | DEPRECIATION | IATION             |                   | NET E               | BLOCK                      |
| Name Of The<br>Assets                     | As On<br>01 -04-2005 | Additions<br>During<br>The Year | Deductions<br>During<br>The Year | As On<br>31.03.2006 | Up To<br>01.04.2005 | Deductions   | During<br>The Year | Total             | As On<br>31.03.2006 | Rs.<br>As On<br>31.03.2005 |
| -and                                      | 13,918,307           | 2,897,185                       |                                  | 16,815,492          |                     |              |                    |                   | 16,815,492          | 13,918,307                 |
| Building                                  | 30,001,692           |                                 |                                  | 30,001,692          | 7,476,937           |              | 1,126,238          | 8,603,175         | 21,398,517          | 22,524,755                 |
| Computers                                 | 3,778,830            | 596,750                         | I                                | 4,375,580           | 3,047,880           |              | 386,541            | 3,434,421         | 941,159             | 730,950                    |
| Computers-Imported                        | 9,314,387            | 1,479,115                       |                                  | 10,793,502          | 7,380,508           |              | 797,866            | 8,178,374         | 2,615,128           | 1,933,879                  |
| Air Condition System                      | 4,342,771            |                                 | •                                | 4,342,771           | 2,040,155           | •            | 320,294            | 2,360,449         | 1,982,322           | 2,302,616                  |
| Generator                                 | 785,000              |                                 |                                  | 785,000             | 465,415             |              | 44,454             | 509,869           | 275,131             | 319,585                    |
| Lift                                      | 741,985              |                                 |                                  | 741,985             | 437,639             |              | 42,335             | 479,974           | 262,011             | 304,346                    |
| JPS                                       | 1,426,636            |                                 |                                  | 1,426,636           | 505,532             |              | 128,126            | 633,658           | 792,978             | 921,104                    |
| Furniture & Fixtures                      | 9,577,950            | 150,094                         |                                  | 9,728,044           | 50,94,881           | •            | 824,840            | 5,919,721         | 3,808,323           | 4,483,069                  |
| Electrical Instaliation                   | 4,940,281            | 74,575                          |                                  | 5,014,856           | 2,825,984           | •            | 395,031            | 3,221,015         | 1,793,841           | 2,114,297                  |
| Office Equipment                          | 1,005,256            | 400,693                         | •                                | 1,405,949           | 295,367             | •            | 143,099            | 438,466           | 967,483             | 709,890                    |
| Office Equipment-Imp<br>Canteen Equipment | 463,645<br>61,040    |                                 |                                  | 463,645<br>61,040   | 165,530<br>33,497   |              | 41,468<br>3,831    | 206,998<br>37,328 | 256,647<br>23,712   | 298,113<br>27,543          |
| Motor & Borewell                          | 99,794               |                                 |                                  | 99,794              | 63,591              |              | 5,036              | 68,627            | 31,167              | 36,203                     |
| Vehicles                                  | 2,546,411            | ·                               | 799,050                          | 1,747,361           | 1,561,611           | 622,537      | 213,877            | 1,152,951         | 594,410             | 984,800                    |
| Xerox Machine - Imp                       | 195,685              |                                 |                                  | 195,685             | 105,885             | •            | 12,491             | 118,376           | 77,309              | 89,800                     |
| Software                                  |                      | 327,714                         |                                  | 327,714             |                     |              | 57,908             | 57,908            | 269,806             |                            |
| Library                                   | 18,592               | •                               | •                                | 18,592              | 10,323              | •            | 1,497              | 11,820            | 6,772               | 8,268                      |
|   |                      |                                 |                                  |                     |                     |              |                    |                   |                     |                            |
| F O T A L                                 | 83,218,262           | 5,926,126                       | 799,050                          | 88,345,338          | 31,510,735          | 622,537      | 4,544,932          | 35,433,130        | 52,912,208          | 51,707,525                 |
| Previous Year Total                       | 89,869,063           | 6,658,792                       | 13,309,593                       | 83,218,262          | 35,978,318          | 9,865,573    | 5,397,993          | 31,510,737        | 51,707,525          | 53,890,745                 |
|   |                      |                                 |                                  |                     |                     |              |                    |                   |                     |                            |





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# SCHEDULES FORMING PART OF THE BALANCE SHEET

|    |      |  | As at<br>31-03-2006<br>(in Rupees)     | As at<br>31-03-2005<br>(in Rupees)     |
|----|------|--|--|--|
| 05 | CUR  | RENT ASSETS, LOANS AND ADVANCES  |  |  |
|    | (A)  | CURRENT ASSETS<br>SUNDRY DEBTORS<br>(Unsecured, Considered Good)<br>Less than 6 Months | 21,208,860                             | -                                      |
|    |      | More than 6 Months<br>Cash in Hand<br>BANK BALANCES<br>With Scheduled Banks :          | -<br>66,096                            | -<br>3,139                             |
|    |      | in Current Accounts<br>in Fixed Deposits<br>Unclaimed Dividend - Corp. Bank            | 30,800,419<br>143,752,846<br>1,423,932 | 22,128,521<br>181,252,129<br>1,424,632 |
|    |      | ΤΟΤΑΙ(Α)   | 197,252,153                            | 204,808,421                            |
|    | (B)  | LOANS AND ADVANCES   |  |  |
|    |      | (Advances recoverable in cash or in kind or for value to be received)                  |  |  |
|    |      | Advance for Capital Works  | 965,147                                | 52,677                                 |
|    |      | Deposits   | 619,458                                | 571,896                                |
|    |      | Prepaid Expenditure  | 222,900                                | 382,336                                |
|    |      | Intercorporate Loans   | 1,717,800                              | 1,543,800                              |
|    |      | Advance Income Tax   | 16,371,859                             | 10,858,022                             |
|    |      | Tax Deducted At Sources  | 4,319,859                              | 2,834,574                              |
|    |      | Interest Accured but not due<br>Advance for Expenses                                   | 777,088<br>69,193                      | 362,004<br>446,172                     |
|    |      | -  |  |  |
|    |      |  | 25,063,304                             | 17,051,481                             |
|    |      | T O T A L (A + B)  | 222,315,457                            | 221,859,902                            |
| 06 |      | RENTLIABILITIES & PROVISIONS<br>rent Liabilities                                       |  |  |
|    | Cred | litors for Capital Goods   | 3,591,321                              | -                                      |
|    | Othe | er Liabilities   | 3,500,711                              | 3,899,769                              |
|    |      | visions  |  |  |
|    |      | ision for Taxation   | 7,650,000                              | 5,650,000                              |
|    |      | ision for Gratuity   | 206,998                                | 275,158                                |
| _  | Uncl | aimed Dividend   | 1,423,932                              | 1,424,632                              |
|    | то   | TAL  | 16,372,962                             | 11,249,559                             |

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# Sixteenth Annual Report 2005-06

# SCHEDULES FORMING PART OF THE PROFIT & LOSS ACCOUNT

|     |  | Current Year<br>(in Rupees) | Previous Year<br>(in Rupees) |
|-----|--|-----------------------------|------------------------------|
| 07  | SOFTWARE EXPORTS                             |                             |                              |
|     | Onsite                                       | -                           | 37,129,404                   |
|     | Off Shore                                    | 64,536,740                  | 20,859,154                   |
|     | TOTAL  | 64,536,740                  | 57,988,558                   |
| 08  | OTHER INCOME                                 |                             |                              |
|     | Interest on Fixed Deposits                   | 1,588,754                   | 591,273                      |
|     | Interest on Loan                             | 84,909                      | 100,283                      |
|     | Lease Rentals                                | 5,623,843                   | 4,527,283                    |
|     | Dividend income from Mutual Funds            | 5,111,305                   | 5,274,774                    |
|     | Short term Capital Gain                      | 25,238                      | 2,153,260                    |
|     | Other Income                                 | 123,487                     | 156,405                      |
|     | TOTAL  | 12,557,536                  | 12,803,278                   |
| 09  | PERSONNEL EXPENSES                           |                             |                              |
|     | Salaries, Wages                              | 24,404,302                  | 10,479,421                   |
|     | Contribution to PF and other statutory Funds | 1,080,189                   | 595,198                      |
|     | Staff welfare                                | 1,153,260                   | 503,037                      |
|     | Medical Reimbursement                        | 239,525                     | 111,462                      |
|     | Bonus  | 626,000                     | 117,000                      |
|     | TOTAL  | 27,503,276                  | 11,806,118                   |
| 10. | Finance Charges                              |                             |                              |
|     | Interest Paid                                | 245,057                     | -                            |
|     | Bank Charges                                 | 31,435                      | 140,126                      |
|     | TOTAL  | 276,492                     | 140,126                      |
|     |  |                             |                              |

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TOTAL

#### Sixteenth Annual Report 2005-06

#### SCHEDULES FORMING PART OF THE PROFIT & LOSS ACCOUNT **Current Year Previous Year** (in Rupees) (in Rupees) 11. Operating And Administration Expenses Rent, Rates & Taxes 565,382 696,501 Repairs & Maintenance -On Equipment 79,899 192,536 153,526 -Building Maintenance 131,901 906,848 448,004 -Others Advertisement 88,034 157,677 **Training Expenses** 305,180 295,578 779,954 **Recruitment Expenses Communication Charges** 701,568 438,201 **Printing & Stationery** 271,604 199,577 100,000 50,000 S T P I - Service Charges **Directors Remuneration** -Salaries 840,000 787,500 -Gratuity 131,538 28,385 -Provident Fund 54,720 57,600 Sitting Fee 70,000 62,000 Auditors Remuneration -Audit Fee 33,672 33,060 -Tax Audit 11,224 11,020 -Other Services 11,224 16,120 -Incidential Exp. 6,351 949 Legal & Professional Services 557,472 1,544,182 Travelling expenses -Director's 790,269 256,037 -Others 489,072 776,567 On Site Expenses 28,562,624 -General Expenses 328,036 46,364 **Electricity Charges** 1,387,713 440,639 Conveyance 323,400 674,778 **Books & Periodicals** 15,010 13,055 **Business Promotion** 5,030 20,293 222,044 Security Service Charges 119,592 Loss from Investment for Mutual Funds 6,719 1,469,463 Soft Link Charges 1,386,515 3,444,019 Assets Written off Foreign Exchange Fluctuations 164,444 285,576 10,000 Donations 51,116 **Registration & Filling Fee** 3,520 **ISO** Expenses 92,600 26,452 Insurance 692,481 336,602

11,565,876 41,693,141

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SCHEDULE – 12: Statement of Significant Accounting policies and Notes forming part of the accounts for the year ended March 31, 2006

#### I. Significant Accounting Policies

#### System of Accounting

The financial statements are prepared on historical cost convention, in accordance with Indian Generally Accepted Accounting Principles (GAAP), the accounting standards issued by the Institute of Chartered Accountants of India and the provisions of the Companies Act, 1956 as adopted consistently by the company.

The company follows the mercantile system of accounting and recognizes income and expenditure on accrual basis including provisions, adjustments for committed obligations and amounts determines as payable or receivable during the period.

#### **Fixed Assets**

Fixed Assets are accounted at cost of acquisition inclusive of inward freight, duties and taxes, and incidentals related to acquisitions.

#### **Capital Work-in-Progress**

Advances paid towards the acquisition of the fixed assets, and the cost of the assets not put to use before the year-end are disclosed under capital work-in-progress.

#### Depreciation

Depreciation is provided on the Written Down Value Method at the rates and in the manner specified in schedule XIV of the Companies Act, 1956.

#### **Prior Period Adjustments**

Income and Expenditure relating to prior period exceeding Rs. 5,000/- in each case is accounted under prior period.

#### Investments

Long term Investments are valued at cost after deducting, if any, in cases where the fall in the market value has been considered of permanent nature.

#### **Foreign Currency Transactions**

a) Sales made to clients outside India and realization deposited into foreign currency bank accounts are accounted for on the basis of the exchange rate as on the date of the transaction. Adjustments are made for any variations in the sales proceeds on conversion into Indian currency upon actual receipt.

b) Expenditure in foreign currency is accounted at the exchange rate prevalent when such expenditure is incurred. Disbursements made out of foreign currency bank accounts are reported at a rate prevailing on the date of disbursement.

c) Current Assets and Current liabilities denominated in foreign currency are translated at the exchange rate prevalent at the date of balance sheet. The resulting difference is accounted for in the Profit and Loss account.

d) Other liabilities denominated in foreign currency are translated at the date of the balance sheet. The resulting difference is adjusted in the relevant account.

e) Net foreign exchange difference on foreign currency transactions are recognized in the profit and loss

account during the year.

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#### **Employee Retirement Benefits**

Company's contribution to Provident fund and Employee State Insurance funds is charged to profit and loss account. Gratuity & leave encashment benefits at the time of retirement are charged to on the basis of actuarial valuation.

### Income Tax

Provision is made for income tax on Taxable Income basis, under the tax payable method, based on the tax liability as computed after taking credit for allowances, prepaid taxes and exemptions.

#### II. Notes on Accounts

#### Managerial Remuneration

Managerial Remuneration paid to Whole Time Director

|                             | During the year ended 31-03-2006 (in Rs.) | During the year ended 31-03-2005 (in Rs.) |
|-----------------------------|---|---|
| Salaries & Other Allowances | 8,40,000                                  | 7,87,500                                  |
| Provident Fund              | 54,720                                    | 57,600                                    |
| Gratuity                    | 1,31,538                                  | 28,385                                    |

No computation of profit under section 350 of the Companies Act, 1956 has been given, since no commission is paid to Directors.

### **Dues to Small Scale Units**

There are no SSI units whom an amount in excess of Rs. 1.00 Lac each is due for more than 30 days as at 31-03-2006.

#### **Foreign Exchange Earnings**

Foreign exchange of an amount of Rs. 6,45,36,740/-is earned during the year ended 31-03-2006. Foreign exchange of an amount of Rs. 5,79,88,558/- was earned during the corresponding previous year ended 31-03-2005.

#### Transactions in Foreign Exchange

|                                    | 31-03-2006 (in Rs.) | 31-03-2005 (Rs.) |
|------------------------------------|---------------------|------------------|
| Imports on CIF basis Capital Goods | 13,96,253           | Nil              |
| Traveling Expenditure              | 5,93,604            | Nil              |

### Deferred Tax:

Due to the fiscal concession/exemptions available to the company as per the prevailing provisions of the Income Tax Act, 1961 and taking into account all timing differences those originated up to the year ended 31<sup>st</sup> March 2006 would result deferred tax asset only. Hence the directors of the company are of the opinion that no provision is necessary for the deferred tax asset as on 31<sup>st</sup> March 2006 as per Accounting Standard 22 issued by the Institute of Chartered Accountants of India.

22 issued by the Institute of Chartered Accountants of India.

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#### Segment Reporting:

Due to only one source of revenue from software exports, which are being made to company's 100% owned subsidiary company at USA. Moreover the other income does not exceed 10% of total revenue for the year ended on 31<sup>st</sup> March 2006. Hence the directors of the company are of the opinion, that only one segment therefore segment reporting is not required to the company as per Accounting Standard 17 issued by the Institute of Chartered Accountants of India.

#### **Related Party Disclosures**

#### SoftSol Technologies Inc, USA (STI)

SoftSol Technologies Inc., (STI) holds 47.64% of the total shareholding of SoftSol India Limited. However there have been no transactions between SIL & STI during the financial year ended 31-03-2006 and in the corresponding previous year.

#### SoftSol Resources Inc USA (SRI)

SoftSol India Limited holds 100% shareholding of SRI and hence SRI is a wholly owned subsidiary of SIL. The following are transactions of the company with the SRI as of 31-03-2006:

|                    | 31-03-2006 (in Rs.) | 31-03-2005 (in Rs.) |
|--------------------|---------------------|---------------------|
| Sales              | 6,45,36,740         | 5,79,88,558         |
| Onsite Expenditure | NIL                 | 2,85,62,624         |

No Loans and Advances in the nature of loans to Subsidiaries/associates/firms/companies, in which directors are interested, have been made in the current financial year.

#### **Income Tax Liability**

1. Demand for an amount of Rs. 1,82,38,564/- was made by the Income tax department against the profit earned during the financial year ended 31-03-2001. Income Tax Tribunal has granted part relief against the said demand during the year 2004-05. For the remaining amount the Company has filed appeal before Honorable High Court, Andhra Pradesh for adjudication.

2. Demand for an amount of Rs. 1,21,54,880/- has been made by the Income tax department against the profit earned during the financial year ended 31-03-2002. No provision is made in the current financial year as the matter is pending before ITAT (Income Tax Appellate Tribunal).

3. Demand for an amount of Rs. 37,53,354/- has been made by the Income tax department u/s 201(1) of the Income Tax Act for not deducting the tax at source during the financial year ended 31-03-2002. No provision is made in the current financial year as the matter is pending before Commissioner Appeal for adjudication.

4. Demand for an amount of Rs. 67,60,016/- has been made by the Income tax department against the profit earned during the financial year ended 31-03-2003. No provision is made in the current financial year as the matter is pending before Commissioner Appeal for adjudication.

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# Earnings per Share

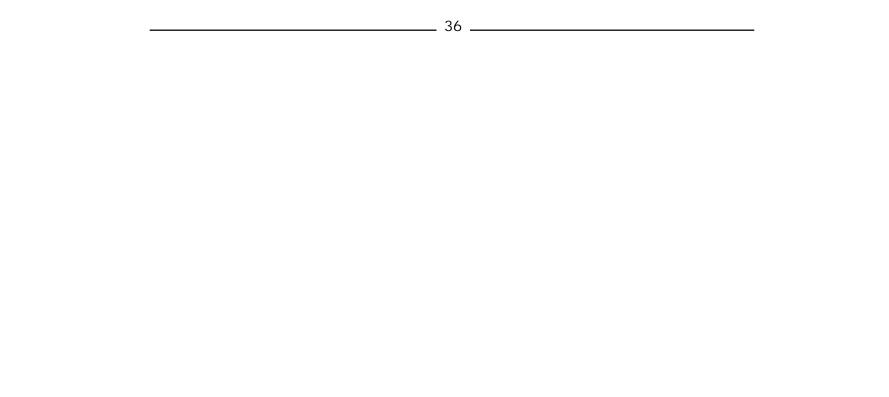
a) Net Profit of Rs. 3,12,03,700/- is used as the numerators in calculating basics and diluted earnings per share.

b) Weighted number of 1,86,27,608 shares of nominal of Rs. 10 each outstanding at the end of the financial year used as the denominator in calculating basic and diluted earnings per share.

# Grouping

Previous years figures have been re-grouped wherever necessary to confirm to the current years figures.

| For Balarami & Nagarjuna<br>Chartered Accountants |                       | For and on behalf of the Board<br>of SoftSol India Limited |
|---|-----------------------|--|
| (G. Pulla Reddy)                                  | (Bhaskar Rao Madala)  | (Dr. T. Hanuman Chowdary)                                  |
| Partner   | Whole - Time Director | Director   |
| Place : Hyderabad                                 | (B.S. Srinivasan)     | (C. Lalitha)   |
| Date : 27-06-2006                                 | Director              | Company Secretary  |



## Sixteenth Annual Report 2005-06

## CASH FLOW STATEMENT FOR THE YEAR ENDED 31ST MARCH, 2006

|   |   | ear ended<br>1-03-2006 | Year ended 31-03-2005 |
|---|---|------------------------|-----------------------|
| A | CASH FLOW FROM OPERATING ACTIVITIES:            |                        |                       |
|   | Net Profit before Tax and Extraordinary Items   | 332.04                 | 58.32                 |
|   | Adjustments for :                               |                        |                       |
|   | Depreciation                                    | 45.45                  | 53.98                 |
|   | Interest paid                                   | 2.76                   | -                     |
|   | Interest ,Dividend etc., received               | (16.74)                | (59.67)               |
|   | Preliminary Expenses W/off                      | -                      | 59.23                 |
|   | Loss from Sale of Mutual Funds                  | -                      | 0.06                  |
|   | Assets written off                              | -                      | 34.44                 |
|   | Profit on sale of assets                        | (1.23)                 | -                     |
|   | Operating Profit before Working Capital changes |                        | 146.36                |
|   | Adjustments for Working Capital:                |                        |                       |
|   | Current Liabilities                             | 31.24                  | 32.92                 |
|   | Sundry Debtors                                  | (212.09)               |                       |
|   | Loans & Advances                                | (20.83)                | 43.89                 |
|   | Net Cash flow from Operating Activities         | 160.60                 | 223.17                |
| в | CASH FLOW FROM INVESTING ACTIVITIES :           |                        |                       |
|   | Interest paid                                   | (2.76)                 | -                     |
|   | Interest , Dividend etc., received              | 12.59                  | 56.16                 |
|   | Purchase of Fixed Assets                        | (405.87)               | (66.12)               |
|   | Sale of Fixed Assets                            | 3.00                   | -                     |
|   | Income Tax Paid                                 | (55.14)                | (69.43)               |
|   | Investments                                     | (0.06)                 | (26.55)               |
|   | Net Cash flow from Investing Activities         | (448.25)               | (105.94)              |
| С | CASH FLOW FROM FINANCING ACTIVITIES :           |                        |                       |
|   | Unsecured Loan                                  | -                      | (433.90)              |
|   | Dividend Paid                                   | (0.01)                 | (0.30)                |
|   | Net Cash flow from Financing Activities         | (0.01)                 | (434.20)              |
|   | Net Increase in Cash and Cash Equivalents       | (287.65)               | (316.97)              |
|   | Opening Cash and Cash Equivalents               | 2048.08                | 2,365.05              |
|   | Closing Cash and Cash Equivalents               | 1760.43                | 2,048.08              |
|   | Crosing Cash and Cash Equivalents               | (287.65)               | <u> </u>              |
|   |   | (207.00)               | (310.77)              |

(G. Pulla Reddy) Partner

Place : Hyderabad

(Bhaskar Rao Madala) Whole - Time Director (Dr. T. Hanuman Chowdary) Director

(B.S. Srinivasan)

(C. Lalitha)

 Date : 27-06-2006
 Director
 Company Secretary

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## Sixteenth Annual Report 2005-06

## Balance Sheet Abstract & Company's General Business Profile Schedule Vi, Part IV, The Companies Act, 1956.

| I.   | <b>Registration Details</b> :                                 |  |                                     |         |  |  |  |
|------|---|--|-------------------------------------|---------|--|--|--|
|      | Registration No. 11771  | State Code: 01   | Balance Sheet Date: 31.03.2006      |         |  |  |  |
| II.  | Capital raised during the year (A                             | Capital raised during the year (Amount in Rs. Thousands) |                                     |         |  |  |  |
|      | Public Issue:   | Nil  | Rights Issue:                       | Nil     |  |  |  |
|      | Bonus Issue:  | Nil  | Private Placement:                  | Nil     |  |  |  |
| III. | Position of Mobilization and Dep                              | loyment of Fund  | <b>Is</b> (Amount in Rs. Thousands) |         |  |  |  |
|      | Total Liabilities:  | 1247254  | Total Assets:                       | 1247254 |  |  |  |
|      | Sources of Funds  |  |                                     |         |  |  |  |
|      | Paid up Capital:  | 190416   | Reserves & Surplus:                 | 1056838 |  |  |  |
|      | Secured Loans:  | Nil  | Unsecured Loans:                    | Nil     |  |  |  |
|      | Application of Funds:   |  |                                     |         |  |  |  |
|      | Net Fixed Assets:   | 87902  | Investments:                        | 953410  |  |  |  |
|      | Net Current Assets:   | 205942   | Misc. Expenditure:                  | Nil     |  |  |  |
|      | Accumulated Losses:   | Nil  |                                     |         |  |  |  |
| IV.  | Performance of the Company (A                                 | mount in Rs. Thou  | isands)                             |         |  |  |  |
|      | Turnover:   | 64537  | Total Expenditure:                  | 39346   |  |  |  |
|      | Profit/Loss before Tax:                                       | 33204  | Profit/Loss after Tax:              | 31204   |  |  |  |
|      | Earning per Share:  | 0.68   | Dividend Rate:                      | Nil     |  |  |  |
| V.   | Generic Names of Three Principle products/Services of Company |  |                                     |         |  |  |  |
|      | (As per monetary Terms)                                       |  |                                     |         |  |  |  |
|      | Item Code No. (ITC Code):                                     |  | N.A                                 |         |  |  |  |
|      | Product Description:  |  | Software Development                |         |  |  |  |
|      |   |  |                                     |         |  |  |  |

## on behalf of the Board of Directors

Place :Hyderabad Date : 27-06-2006

(Bhaskar Rao Madala) Whole-time Director

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Sixteenth Annual Report 2005-06

## Statement Pursuant To Section 212(e) Of The Companies Act, 1956

| Name of the Subsidiary Company |   | SoftSol Resources Inc., USA                 |  |  |
|--------------------------------|---|---|--|--|
| 1.                             | Financial Year of the Subsidiary ended on   | December 31, 2005                           |  |  |
| 2.                             | Shares of Subsidiary Company held on the<br>above date and extent of holding<br>i) Number of Shares<br>ii) Extent of holding                                  | 13,120 Ordinary Shares of USD 100 each 100% |  |  |
| 3.                             | Net Aggregate Amount of Profits / (Losses)<br>of the Subsidiary for the above financial year<br>so far as they concern Members of SoftSol<br>India Limited    |   |  |  |
|                                | i) Dealt within the Accounts of SoftSol India<br>Limited  | Nil   |  |  |
|                                | ii) Not Dealt within the Accounts of SoftSol<br>India Limited   | USD 23952                                   |  |  |
|                                | Net Aggregate Amount of Profits / (Losses)<br>of the Subsidiary for the previous financial<br>year so far as they concern Members of<br>SoftSol India Limited |   |  |  |
|                                | i) Dealt within the Accounts of SoftSol India<br>Limited  | Nil   |  |  |
|                                | ii) Not Dealt within the Accounts of SoftSol<br>India Limited   | USD 699834                                  |  |  |

# of SoftSol India Limited

| (Bhaskar Rao Madala)  |  |
|-----------------------|--|
| Whole - Time Director |  |
|                       |  |

Place : Hyderabad Date : 27-06-2006

(B.S. Srinivasan) Director

(Dr. T. Hanuman Chowdary) Director

(C. Lalitha) Company Secretary

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## SoftSol Resources Inc., USA

#### **Board of Directors**

Mr. Srinivasa Rao Madala Dr. Durga V.L.K. Madala President & CEO Director

#### **Registered Office**

48383, Frement Blvd, Suite No. 116, Fremont, California - 94538. Tel No. (510) 824-2000, Web site : www.softsolusa.com

### Auditors

The Chugh Firm An Accountancy Corporation California, USA. Website : www.chugh.com

#### Board of Director's Report 2005

**Dear Members** 

Your Directors take pleasure in presenting their report for the financial year 2005.

#### The Financial Highlights :

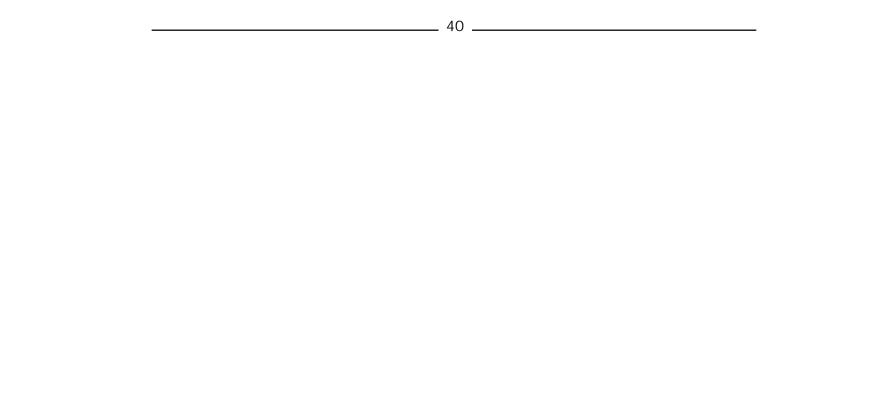
#### (USD in 000's)

| Particulars             | 2005   | 2004   |
|-------------------------|--------|--------|
| Total Revenue           | 14,573 | 11,490 |
| Other Income            | 30     | 66     |
| Total Operating Expense | 14,537 | 11,473 |
| Provision for Taxation  | 43     | 13     |
| Net Profit              | 24     | 70     |

#### Appreciation :

The Board places on record its thanks to Management, associates, vendors and other service providers for their continued commitment and support to the company.

Srinivasa Rao Madala President and CEO



#### Independent Auditors' Report

Τo,

The Stockholders and Board of Directors, SoftSol Resources, Inc.

We have audited the accompanying balance Sheet of SoftSol Resources, Inc., as of December 31, 2005 and the related statements of income, retained earnings and cash flow for the year then ended. These financial statements are the responsibilities of the Company's management. Our Responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statements presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial positions of SoftSol Resources Inc., as of December 31, 2005, and the results of its operations and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States. The information included in the accompanying Schedules 1 to 4 are presented only for supplementary analysis purpose.

The Chugh Firm May 17, 2006

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| :   | As of<br>31.12.2005 | As of<br>31.12.2005 | As of 31.12.2004 |
|---|---------------------|---------------------|------------------|
| _   | inUSD               | in Rs.              | inUSD            |
|   |                     | 1 USD = 44.61       |                  |
| ssets   |                     |                     |                  |
| urrent Assets                                     |                     | 10.0/0.400          | (04.407          |
| ash and Cash Equivalents                          | 411,653             | 18,363,480          | 631,127          |
| counts Receivable                                 | 1,966,899           | 87,743,364          | 1,737,105        |
| ss: Allowance for doubtful Accounts               | (48,492)            | (2,163,228)         | (52,802)         |
| st and estimated earnings in excess of Billings o |                     | 00 (47 070          |                  |
| completed contracts                               | 507,000             | 22,617,270          | -                |
| ceivable Others                                   | 100,000             | 4,461,000           | 24,000           |
| terest Receivables                                | 1,000               | 44,610              | -                |
| nployee Advances                                  | 7,844               | 349,921             | 8,059            |
| epaid Insurance                                   | 31,113              | 1,387,951           | 43,013           |
| epaid State Income tax                            | -                   |                     | 2,193            |
| epaid Federal Income Taxes                        | 20,531              | 915,888             | 1,788            |
| paid Rent   | 11,733              | 523,409             | 11,931           |
| erred tax asset                                   | 20,497              | 914,371             | 19,510           |
| al Current Assets                                 | 3,029,778           | 135,158,396         | 2,425,924        |
| perty & Equipment                                 |                     |                     |                  |
| perty and Equipment                               | 263,726             | 11,764,817          | 485,394          |
| s : Accumulated Depreciation                      | (162,261)           | (7,238,463)         | (355,574)        |
| al Property & Equipment                           | 101,465             | 4,526,354           | 1,29,820         |
| er Assets   |                     |                     |                  |
| estment   | 203,322             | 9,070,194           | 203,322          |
| ered Tax Assets                                   | 9,154               | 408,360             |                  |
| tricted Cash                                      | 975,000             | 43,494,750          | -                |
| Indable Deposits                                  | 9,032               | 402,918             | 9,032            |
| I Other Assets                                    | 1,196,508           | 53,376,222          | 212,354          |
| al Assets   | 4,327,751           | 193,060,972         | 2,768,098        |
| ilities and Stock Holders equity                  |                     |                     |                  |
| rent Liabilities                                  |                     |                     |                  |
| count Payable - Trade                             | 1,819,019           | 81,146,438          | 549,248          |
| rued Production Cost                              | 338,000             | 15,078,180          | 547,240          |
| er Current Liabilities                            | 134,946             | 6,019,941           | 202,059          |
| Schedule-1-Stat. of other current Liabilities     | 134,740             | 0,017,741           | 202,039          |
|   | 2 201 045           | 102 244 550         | 751 207          |
| al Current Liabilities                            | 2,291,965           | 102,244,559         | 751,307          |
| ered Tax Liabilities                              | _                   | -                   | -<br>4,957       |
|   | -                   | -                   | 4,757            |
| alliabilition                                     | -                   |                     | -                |
| al Liabilities                                    | 2,291,965           | 102,244,559         | 756,264          |
| kholders Equity                                   | oricod              |                     |                  |
| mon Stock, \$100 par, 1,000,000 shares authors    |                     |                     | 1 212 000        |
| 120 shares issued and outstanding                 | 1,312,000           | 58,528,320          | 1,312,000        |
| tained Earnings                                   | 723,786             | 32,288,137          | 699,834          |
| tal Stockholders Equity                           | 2,035,786           | 90,816,457          | 2,011,834        |
| Liabilities and Stock holders Equity              | 4,327,751           | 193,061,016         | 2,768,098        |

| Total Liabilities and Stock holders Equity | 4,327,731 | 193,001,010 | 2,700,090 |
|--|-----------|-------------|-----------|
|  |           |             |           |

| :  | As of<br>31.12.2005<br>in USD | As of<br>31.12.2005<br>in Rs. | As of<br>31.12.2004<br>in USD |
|--|-------------------------------|-------------------------------|-------------------------------|
|  |                               | 1 USD = 44                    |                               |
| Revenue  |                               |                               |                               |
| Consulting Income  | 14,573,348                    | 641,227,312                   | 11,489,655                    |
| Total Revenue  | 14,573,348                    | 641,227,312                   | 11,489,655                    |
| Cost of Sales  |                               |                               |                               |
| See Schedule 2- Analysis of Cost of Sales  | 12,553,866                    | 552,370,104                   | 9,540,796                     |
| Gross Profit   | 2,019,482                     | 88,857,208                    | 1,948,859                     |
| <b>Operating Expenses</b><br>Selling Expenses                                    |                               |                               |                               |
| See Schedule 3-Analysis of Selling Expenses<br>General & Administrative Expenses | 689,956                       | 30,358,064                    | 792,759                       |
| See Schedule 4-Analysis of G & A Expenses  | 1,293,220                     | 56,901,680                    | 1,139,417                     |
| Total operating expenses   | 1,983,176                     | 87,259,744                    | 1,932,176                     |
| Income from operations   | 36,306                        | 1,597,464                     | 16,683                        |
| Other Income (Other Expenses)  |                               |                               |                               |
| Interest Income  | 5,026                         | 221,144                       | 147                           |
| Dividend Income  | 9,077                         | 399,388                       | 1,731                         |
| Rental Income  | -                             | -                             | 48,000                        |
| Other Income<br>Gain on Sale of Auto   | 49,018                        | 2,156,792                     | 11,061<br>6,248               |
| Loss on Disposal of Assets   | -<br>(3,535)                  | -<br>(155,540)                | 0,240                         |
| Interest Expense   | (29,244)                      | (1,286,736)                   | -                             |
| Other Expenses   | (27,277)                      | (1,200,700)                   | (1,500)                       |
| Total Other Income   | 30,342                        | 1,335,048                     | 65,687                        |
| Income from Operations before Income Tax   |                               | 2,932,512                     | 82,370                        |
| Provision for Income Taxes   |                               |                               |                               |
| Federal Income Tax-Current   | 43,769                        | 1,925,836                     | 32,212                        |
| State Income tax-Current   | 14,024                        | 617,056                       | 12,585                        |
| Federal Income Tax-Deferred  | (9,966)                       | (438,504)                     | (22,994)                      |
| State Income Tax-Deferred  | (5,131)                       | (225,764)                     | (8,994)                       |
| Total Provision for Income Tax   | 42,696                        | 1,878,624                     | 12,809                        |
| Net Income   | 23,952                        | 1,053,888                     | 69,561                        |
| Earnings per Share (13,120 shares)   | 1.83                          | 80.52                         | 5.30                          |
| Statement of Retained Earnings   |                               |                               |                               |
| Retained Earnings, January 1, 2005   | 699,834                       | 30,792,696                    | 630,273                       |
| Net Income   | 23,952                        | 1,495,441                     | 69,561                        |
| Detained Ferminge December 21, 2005  | 702 70/                       | 22 200 127                    | (00.024                       |

#### Schedule-1

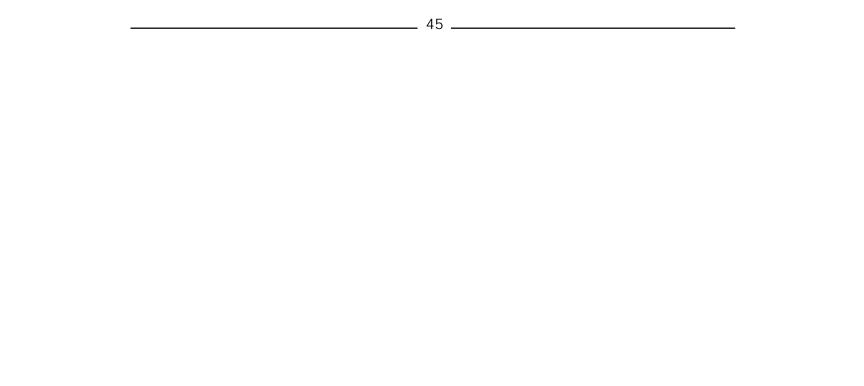
Analysis of other current liabilities

|                                    | As of<br>31.12.2005<br>in USD | As of<br>31.12.2005<br>in Rs. | As of<br>31.12.2004<br>in USD |
|------------------------------------|-------------------------------|-------------------------------|-------------------------------|
| Accrued vacation leave             | _                             | -                             | 74,916                        |
| Payroll Taxes Payable              | 11,159                        | 497,803                       | 10,464                        |
| Flexible Spending Payable          | 12,913                        | 576,049                       | 12,913                        |
| State Income tax Payable           | 3,852                         | 171,838                       | 1,070                         |
| Accrued Wages & Salaries           | 87,212                        | 3,890,527                     | 74,325                        |
| 401K Payable                       | 9,810                         | 437,624                       | 18,371                        |
| Customer Deposit                   | 10,000                        | 446,100                       | 10,000                        |
| Total Other Current Liabilities    | 134,946                       | 6,019,941                     | 202,059                       |
| Schedule-2                         |                               |                               |                               |
| Analysis of Cost of Sales          |                               |                               |                               |
| Consulting Outsourced              | 6,386,159                     | 280,990,996                   | 4,254,658                     |
| Consulting Outsourced-SIL          | 1,156,000                     | 50,864,000                    | 554,980                       |
| Salaries & Wages - Consultants     | 4,082,116                     | 179,613,104                   | 3,845,489                     |
| Taxes-Payroll-Consultants          | 327,364                       | 14,404,016                    | 320,512                       |
| Per Diem - Consultant              | 259,248                       | 11,406,912                    | 198,219                       |
| Insurance Medical & Dental         | 110,284                       | 4,852,496                     | 162,649                       |
| Out of station allowance           | -                             | -                             | 103,365                       |
| Legal & Immigration-Consultants    | 71,718                        | 3,155,592                     | 42,842                        |
| Moving Expenses-Consultants        | -                             | -                             | 1,896                         |
| Professional Development           | 54,321                        | 2,390,124                     | 16,616                        |
| Travel                             | 104,854                       | 4,613,576                     | 39,215                        |
| Purchases                          | 1,802                         | 79,288                        | 355                           |
| Total Cost of Sales                | 12,553,866                    | 552,370,104                   | 9,540,796                     |
| Schedule-3                         |                               |                               |                               |
| Analysis of Selling Expenses       |                               |                               |                               |
| Auto Expenses                      | -                             | -                             | 1,524                         |
| Advertising & Promotional          | -                             | -                             | ,                             |
| Salaries & Wages                   | 602,500                       | 26,510,000                    | 700,376                       |
| Taxes-Payroll                      | 40,309                        | 1,773,596                     | 49,918                        |
| Insurance Medical & Dental         | 47,147                        | 2,074,468                     | 40,021                        |
| Per Diem/Out of Station Allowances |                               | -                             | 920                           |
| Total Selling Expenses             | 689,956                       | 30,358,064                    | 792,759                       |

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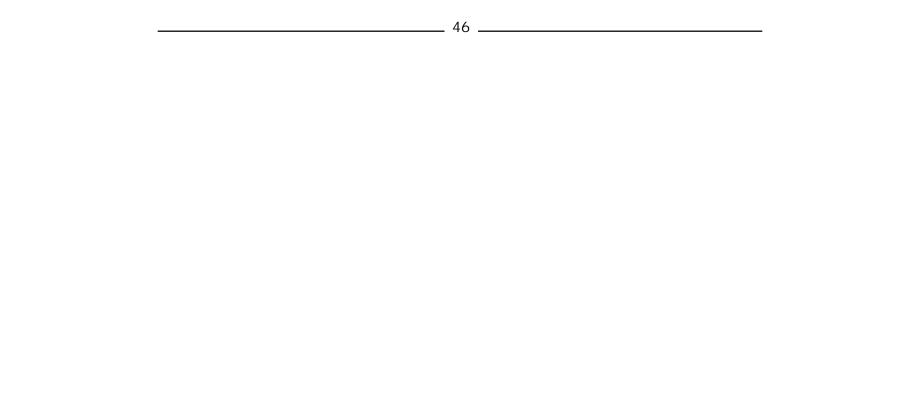
#### Schedule-4 General & Administrative Expenses

|  | As of<br>31.12.2005<br>in USD | As of<br>31.12.2005<br>in Rs. | As of<br>31.12.2004<br>in USD |
|--|-------------------------------|-------------------------------|-------------------------------|
| Auto Expenses                          | 52,867                        | 2,326,148                     | 42,578                        |
| 3ad debt Expenses                      | 38,139                        | 1,678,116                     | 34,245                        |
| Bank Charges                           | 30,294                        | 1,332,936                     | 17,658                        |
| Charitable Contribution                | 2,095                         | 92,180                        | -                             |
| Depreciation                           | 46,073                        | 2,027,212                     | 66,254                        |
| Dues & Publication                     | 13,850                        | 609,400                       | 13,120                        |
| Equipment Rental                       | 3,391                         | 149,204                       | 1,727                         |
| imployee Benefits                      | 12,707                        | 559,108                       | -                             |
| reight & Postage                       | 8,730                         | 384,120                       | 7,827                         |
| nternet Access & Web Hosting           | 8,555                         | 376,420                       | 9,828                         |
| nsurance                               | 94,556                        | 4,160,464                     | 36,805                        |
| anitorial                              | 7,892                         | 347,248                       | -                             |
| egal Fees                              | 70,572                        | 3,105,168                     | 8,084                         |
| Meals & Entertainment                  | 22,780                        | 1,002,320                     | 15,831                        |
| <i>l</i> iscellaneous Expenses         | 38,724                        | 1,703,856                     | 12,842                        |
| Noving Expenses                        | 975                           | 42,900                        | 400                           |
| Office Expenses                        | 7,035                         | 309,540                       | 40,015                        |
| Officers Salaries & Wages              | 274,482                       | 12,077,208                    | 170,480                       |
| outside Services                       | 22,833                        | 1,004,652                     | 65,729                        |
| er Diem/Out of Station Allowances      | 3,524                         | 155,056                       | -                             |
| rofessional Fees                       | 106,012                       | 4,664,528                     | 57,667                        |
| rofessional Development                | 9,586                         | 421,784                       | 10,683                        |
| Recruiting                             | 39,558                        | 1,740,552                     | 44,410                        |
| lent                                   | 148,098                       | 6,516,312                     | 142,413                       |
| Salaries & Wages                       | 98,988                        | 4,355,472                     | 179,689                       |
| upplies                                | 13,621                        | 599,324                       | 19,570                        |
| axes, Permits & Licenses               | 7,160                         | 315,040                       | 5,431                         |
| axes Payroll                           | 23,024                        | 1,013,056                     | 17,774                        |
| axes-Property                          | -                             | -                             | 1,106                         |
| axes State Prior Year                  | 145                           | 6,380                         | -                             |
| elephone                               | 46,674                        | 2,053,656                     | 35,611                        |
| ravel                                  | 18,503                        | 814,132                       | 63,309                        |
| epairs & Maintenance                   | 1,133                         | 49,852                        | 209                           |
| taff welfare                           | -                             | -                             | 460                           |
| Itilities                              | 20,644                        | 908,336                       | 17,662                        |
| otal General & Administrative Expenses | 1,293,220                     | 56,901,680                    | 1,139,417                     |



## STATEMENT OF CASH FLOW FOR THE YEAR ENDED DECEMBER 31, 2005

|   | Year ended<br>31-12-2005<br>(in USD)                                  | Year ended<br>31-12-2005<br>(in Rs.)  | Year ended<br>31-12-2004<br>(in USD)                            |
|---|---|---|---|
| Cash Flows from Operating Activities  |   |   |   |
| Net Income  | 23,951  | 1,068,454   | 69,561  |
| Adjustments to reconcile Net Income to Net Cash<br>Provided by Operations :   |   |   |   |
| Depreciation<br>Provision for Bad and Doubtful Accounts<br>Prior period adjustment<br>Changes in Operating Assets & Liabilities:  | 46,073<br>38,139<br>-   | 2,055,317<br>1,701,381<br>-   | 66,254<br>34,245<br>18,799                                      |
| Increase in Accounts Receivable<br>Increase in Cost & Estimated Earnings in excess  | (248,242)   | (11,074,076)  | (140,692)   |
| of billing<br>Increase in Pre paid Expenses<br>Decrease in Employee Advances<br>Increase in receivable others   | (507,000)<br>(4,452)<br>215<br>(101,000)                              | (22,617,270)<br>(198,604)<br>9,591<br>(4,505,610)                                 | -<br>10,916<br>6,729<br>-                                       |
| Decrease in Deposits<br>Increase in Accounts payable<br>Increase in Accrued Production Cost<br>Increase/(Decrease) in Accured Liabilities<br>Increase in Income Tax Payable<br>Increase in deferred tax asset<br>Deferred Tax Liabilities | -<br>1,269,771<br>338,000<br>(69,895)<br>2,782<br>(10,141)<br>(4,957) | -<br>56,644,484<br>15,078,180<br>(3,118,016)<br>124,105<br>(452,390)<br>(221,132) | 5,000<br>121,605<br>-<br>56,341<br>317<br>(19,510)<br>(31, 277) |
| Net Cash Provided by (used in) Operating Activitie  | es 773,244  | 34,494,415  | 198,288   |
| Cash Flow from Investing Activities :<br>Sale/(Purchase) of property and equipment<br>Investment in Stock   | (17,718)  | (790,400)   | 51,831<br>-   |
| Net Cash provided by (used in) Investing Activities   | s (17,718)  | (790,400)   | 51,831  |
| Cash Flow from Financing Activities :   |   |   |   |
| Net Cash Provided by (used in) Financing Activities   | s -   | -   | -   |
| Net Increase (Decrease) in Cash & Cash Equivalen  | ts 755,526  | 33,704,015  | 250,119   |
| Cash & Cash Equivalents at the Beginning of the y   | ear 631,127   | 28,154,575  | 381,008   |
| Cash & Cash Equivalents at the end of the Year  | 1,386,653   | 61,858,590  | 631,127   |
| Supplementary Disclosure<br>Interest paid during the year<br>Income Tax paid during the Year  | 29,244<br>71,706  | 1,304,575<br>3,198,805  | -<br>33,212   |



#### Notes to Financial Statements

#### Note - 1 Nature of Business

SoftSol Resources, Inc. (the "Company") was incorporated in the state of California on January 11, 1993. It is a provider of E- commerce, network technology, internet infrastructure and other special technology areas. Its IT services include application development, system integration, IT consulting and staffing, IT project management, domestic and offshore outsourcing. SoftSol has diverse client-based ranging from large customers to small high-tech start up companies. The Company's vision is to create a global enterprise by taking a leading role in the Information Technology to provide highly competent and innovative software solutions.

#### Note 2 - Summary of Significant Accounting Policies

#### Basis of Accounting

The Company uses the accrual method of accounting for both financial statements and income tax reporting.

#### Use of Estimates

The preparation of financial statements and related disclosures in conformity with generally accepted accounting principles requires management to make estimates and assumptions that effect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and revenues and expenses during the period reported. Actual results could differ from those estimates. Estimates are used in accounting for, among other things, allowances for uncollectible receivables, depreciation, employee benefits, taxes, restructuring reserves and contingencies. Estimates and assumptions are reviewed periodically and the effects of revisions are reflected in the Financial Statements in the period they are determined to be necessary.

#### **Cash and Cash Equivalents**

Cash and cash equivalents consist primarily of cash in checking accounts and money market accounts. All short-term investments with an original maturity of 90 days or less are considered cash equivalents. Occasionally, the Company has cash deposited in two financial institutions in excess of federally insured limits.

#### Accounts Receivable

The company uses the Aging of the Accounts Receivable method for valuation of allowance for bad debts. Accordingly, the Company has written off all accounts that are deemed uncollectible. Therefore, Accounts Receivable represents the net realizable value.

#### **Property and Equipment**

Property and Equipments are stated at cost. Depreciation is provided principally on a straight-line method over the estimated useful lives of the assets. Estimated useful lives are as follows:

| Furniture & Fixtures | 7 years |
|----------------------|---------|
| Office Equipment     | 5 years |
| Automobile           | 5 years |

The cost of significant additions and replacement of components is capitalized and depreciated while expenditures for maintenance and repairs are charged to expense as incurred. When assets are sold or otherwise disposed of, the cost and related depreciation are removed from the books and the resulting

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gain or loss is reflected in the determination of net income or loss. Depreciation expense for the year 2005 is \$46,073. Loss on disposal of assets during the year \$3,353.

#### Investment

The Company accounts for investment in private equity securities of less than 20% owned company using the cost method.

#### **Revenue Recognition**

The Company derives revenues from consulting projects, which are billed by actual time and expenses incurred. Revenues are recognized on the accrual basis as services are rendered.

For Fixed price projects, the Company recognizes revenue and cost of contracts on the percentage-ofcompletion method, measured by the percentage of cost incurred to date to estimated total cost for each contract. That method is used because management considers total cost to be the best available measure of progress contracts.

The asset, costs and estimated earnings in excess of billings on uncompleted contracts, represents revenues recognised in excess of amounts billed. The liability, billings in excess of cost and estimated earnings on uncompleted contracts, represents billing in excess of revenues recognized. As of December 31, 2005, there are no billing in excess of cost and estimated earnings on uncompleted contracts.

#### **Income Taxes**

The Company accounts for income taxes in accordance with statement of Financial Accounting Standards No. 109 "Accounting for Income Taxes", which requires an asset and liability approach to financial accounting and reporting of income taxes. Deferred income tax assets and liabilities are computed annually for differences between the financial statement and tax basis of assets and liabilities that will result in taxable or deductible amounts in future based on the enacted tax laws and rates applicable to the periods in which the differences are expected to affect taxable income. Valuation allowance is established when necessary to reduce deferred tax assets to the amount expected to be realized.

#### Earnings per share

In accordance with the provisions of SFAS 128, "*Earnings per share*", basic earnings per share is computed on the basis of the weighted average number of shares outstanding during the period. There are no dilutive securities, both the basis and dilutive earnings per share amount are the same.

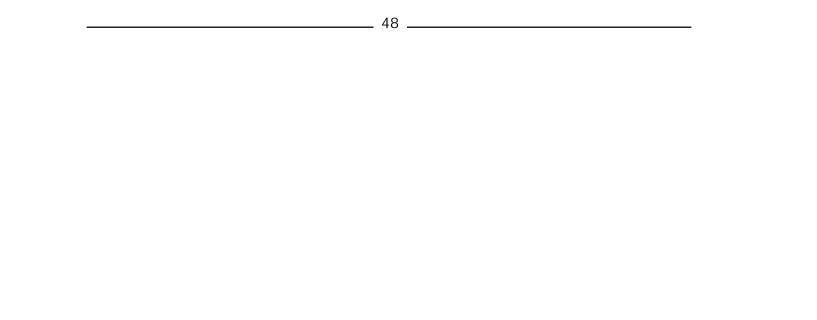
#### Note 3 – Related Party Transactions

The Company is wholly owned by SoftSol India Limited (also known as SIL India), an Indian based company.

Mr Srinivasa Rao Madala , President of the Company , also owns Argonaut General Staffing, a Neveda Corporation.

Softsol Technologies, Inc. (known as STI and formerly Medsoft, Inc.), a Nevada Corporation is owned by Mrs. Durga Madala, spouse of Mr. Srinivasa Rao Madala. The secretary of STI is Mr. Madala.

The Company has entered into professional services agreement with SIL India, SoftSol Technologies, Inc and Argonaut General Staffing. Argonaut and STI occupy the office space from the Company. The following are transactions of the Company with these related parties of the year ended December 31, 2005:



SoftSol Resources Inc., USA

| Argonaut General Staffing | Amount      |
|---------------------------|-------------|
| Rental Income             | \$ 18,000   |
| Receivable                | \$ 66,000   |
| Consulting Outsourced     | \$ 70,000   |
| Consulting Income         | \$ 30,000   |
| SoftSol technologies Inc  | Amount      |
| Rental Income             | \$ 6,000    |
| Receivable - Others       | \$ 12,000   |
| Consulting Outsourced     | \$ 97,500   |
| SoftSol India Ltd.,       | Amount      |
| Consulting Outsourced     | \$1,156,000 |
| Accounts Payable          | \$ 512,000  |

#### Note 4 – Commitments and Contingencies

The Company had entered in agreement with Ciena Corporation to sublease 11,730 square feet office located at 48383 Fremont Boulevard, Fremont, California on April 15, 2003. This lease agreement was terminated on November 30,2005. A new lease agreement was signed with Dollinger-fremont Associates on December 1, 2005. The sublease had initial terms of 5 years, expiring on April 30, 2008.

The future minimum lease payments under this lease are as follows:

| Year | Amount     |
|------|------------|
| 2006 | \$ 104,632 |
| 2007 | \$ 107,447 |
| 2008 | \$ 36,128  |

The Company also leases apartments for use by employees assigned in different locations. These leases are normally on short-term basis depending on the length of the project.

Rent expense totaled \$148,098 for years 2005.

#### Note 5 – Letter of Credit

The Company has an approved standby letter of credit with Silicon Valley Bank in favour of California Public Employees' Retirement System ("CalPERS") a in the amount of \$975, 000 and it is secured by time deposit in the same amount. This time deposit is classified as non-current assets.

#### Note 6 – Concentration of Credit risk

The majority of cash and cash equivalents are maintained with two major financial institutions in the United States. Deposits with these banks exceed the amount of the \$100,000 Federal Deposit Insurance Corporation (FDIC) insurance provided on such deposits.

The Company performs ongoing credit evaluations of its customers and maintains allowances for potential uncollectible accounts as deemed necessary. The company generally does not require collateral to secure its accounts receivable. It estimates credit losses based on management's evaluation of historical experience and current industry trends. Although the Company expects to collects amounts due, actual collections may differ from the estimated amounts.

may differ from the estimated amounts.

The Company's sales to its major customer, Cisco totaled \$7.063 million that accounts for 50% of company's total revenue for the year. Accounts Receivable from Cisco as of December 31, 2005 is \$506,012 which is 28% of total balance of account receivable.

#### Note 7 - Cost and Estimated Earnings on Uncompleted Contracts

The Company entered into a fixed price contract with one of their customers. Deliverables based contracts will be invoiced after completion of each milestone event.

Information with respect to contracts in progress on December 31, 2005 :

| Expenditures on Uncompleted Contracts   | \$ 338,000 |
|---|------------|
| Estimated Earnings Thereon  | \$ 169,000 |
| Total Cost and Estimated Earnings on Uncompleted Contracts<br>Included in the accompanying balance sheet under the following captions : | \$ 507,000 |
| Cost and Estimated Earnings in Excess of Billings on Uncompleted Contracts  | \$ 507,000 |

#### Note 8 – Accrued Production Costs

Contracts with one vendor are negotiated so that they cannot invoice the Company until certain milestones are reached in the project. When these milestones are reached, the vendor can invoice the Company a pre-determined (written into the contract) amount. As of December 31,2005, there is \$ 388,000 recorded as accrued production cost.

#### Note 9 – Employee Advances

The advances given to employees are for travel related expenses to which the employees will support these expenses with receipts and any amount that cannot be substantiated by receipts will be refunded to the Company. As of December 31, 2005 the employee advances as balance of \$7,844.

#### Note 10 – Investment

Investment includes private equity investment in Vianeta Communications, a privately held company. The investment is a Series A Preferred Stock received as payment for consulting services rendered by the Company. It is accounted for using cost method, as the Company's ownership interest is less than 20%. Management believes that the carrying value of the investment approximated its fair value as on December 31, 2005, and therefore, no impairment charges were required.

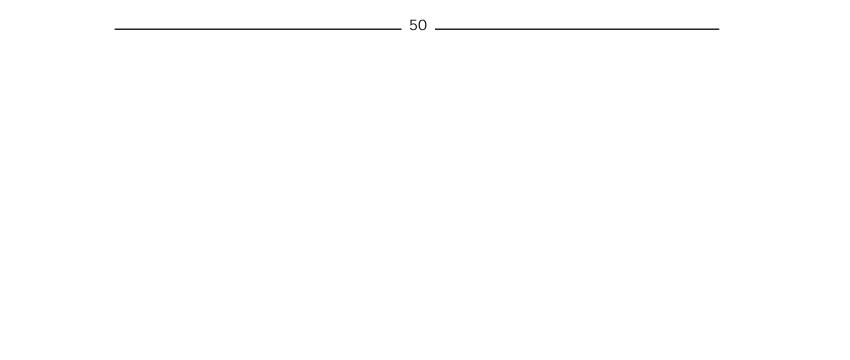
#### Note 11 – Receivable Others

The Company has given an unsecured loan of \$ 100,000 to Agni Consulting Inc on August 29, 2005. This loan is due on demand and bears an interest of 3% p.a. Interest of \$ 1,000 is accrued as of December 31, 2005.

#### Note 12 – Income Taxes

The company accounts for income taxes under the provisions of Statement of Financial Accounting Standards No.109, "Accounting for Income Taxes," (SFAS 109). Under SFAS 109, deferred taxes are required to be classified based on the financial statement classification of the related assets and liabilities which give rise to temporary differences. Deferred taxes result from temporary differences between the financial statement carrying amounts and tax bases of assets and liabilities.

All of the income before tax as shown in the Statement of Income for the year ended December 31,2005 is derived in the United States.



The provision for income taxes consisted of the following:

|                                | <u> </u>    |  |
|--------------------------------|-------------|--|
| Year Ended                     | 2005        |  |
| Federal:                       |             |  |
| Current                        | \$ 43,769   |  |
| Deferred                       | \$ (9,966)  |  |
| State:                         |             |  |
| Current                        | \$ 14,024   |  |
| Deferred                       | \$ (5,131)  |  |
| Total Provision for income tax | \$ \$42,696 |  |
|                                |             |  |

Significant components of the Company's deferred tax assets and liabilities at December 31, 2005, are as follows:

| 20,497 |
|--------|
| 9,154  |
|        |
| -      |
| -      |
|        |

#### Note 13 – Accrued Payroll/Vacation Leave

Payroll Expenses of 97, 022 for the pay period December 26 to 31, 2005 was accrued.

For the year 2005, the employees are no longer entitled to paid vacation leave. All Accrued Vacation has been paid as of December 31, 2005.

#### Note 14 - Employee Pension Plan

The Company had a 401(K) plan known as the SoftSol resources & MedSoft, Inc 401(K) plan known as the SoftSol Resources & Medsoft, Inc. 401(k) Plan (the "Plan") which was terminated on December 31, 2001. Total accumulated contribution as of December 31, 2005 of \$9,810 is payable to participants.

A new of 401(k) plan known as Softsol Resources Inc. 401(k) Plan (Plan no. 7113353) was adapted effective October 1, 2005. The Plan is available to eligible employees through payroll deductions within statutory and plan limits. There is no matching contribution from the employer.

#### Note 15 - Flexible Spending

The Company has a voluntary flexible spending plan wherein a certain amount of money opted by the employee at the beginning of the plan year to be deducted from employee's payroll every month. Contributed amount will be used to reimburse the employees for their medical expenses and childcare expenses. Beginning April 2003, employees stopped contributions to this plan. The company has \$12,913 as accumulated contribution into this account as of December 31, 2005.

#### Note 16 - Line of Credit

The Company has an approved line of credit with Silicon Valley Bank (SVB) for \$2.5 million with an interest rate of equal to the greater of 7.25% p.a. or SVB prime rate plus 1.5% per annum. This line of credit matures on July 16, 2006. Interest expenses for year is \$29,244.

#### Note 17-Stockholder's Equity

The Company is authorized to issue upto 1,000,000 shares of its common stock, of which 13,120 shares were issued and outstanding. Softsol India Limited owns all these 13,120 shares.

## Consolidated Financial Statements And Notes

Auditor's Report on Consolidated Financial Statements

To, The Shareholders of SOFTSOL INDIA LIMITED Hyderabad.

We have examined the attached Consolidated Balance Sheet of M/s SoftSol India Limited ("the Company") and its subsidiary as at 31<sup>st</sup> March,2006, and the Consolidated Profit and Loss Account for the year then ended annexed thereto and the Consolidated Cash Flow Statement for the year ended on that date. These financial statements are the responsibility of the company's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with generally accepted auditing standards in India. Those Standards require that we plan and perform the audit to obtain reasonable assurance whether the financial statements are free of material misstatements. An audit includes, examining on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statements presentation. We believe that our audit provides a reasonable basis for our opinion.

We did not audit the financial statements of the subsidiary, whose financial statements reflect total assets of USD 43,27,751 as at 31<sup>st</sup> December,2005 and total revenues of USD 14,573,348 for the year then ended. These financial statements have been audited by other auditors whose reports have been furnished to us, and our opinion, is so far as it relates to the amounts included in respect of this subsidiary, is based solely on the report of the other auditors.

We report that the consolidated financial statements have been prepared by the Company in accordance with the requirements of Accounting Standard (AS) 21, Consolidated Financial Statements, issued by the Institute of Chartered Accountants of India and on the basis of the separate audited financial statements of the Company and its subsidiaries included in the consolidated financial statements.

On the basis of the information and explanations given to us and on the consideration of the separate audit reports on individual audited financial statements of the Company and its subsidiary, we are of the opinion that the said consolidated financial statements give a true and fair view in conformity with the accounting principles generally accepted in India.

- (a) In the case of the Consolidated Balance Sheet, of the consolidated state of affairs of the Company and its subsidiary as at 31<sup>st</sup> March, 2006;
- (b) In the case of the Consolidated Profit & Loss account of the profit of the company and its subsidiary for the year then ended.
- (c) In the case of the Consolidated Cash Flow Statement, of the consolidated cash flows of the Company and its subsidiary for the year then ended.

For Balarami & Nagarjuna Chartered Accountants

Place : Hyderabad Date : 27-06-2006 (G. Pulla Reddy) Partner M.M.No. 201199

|   |     |    |  | Schedule<br>No. | As at<br>31-03-2006<br>(in Rupees) | As at<br>31-03-2005<br>(in Rupees) |
|---|-----|----|--|-----------------|------------------------------------|------------------------------------|
| I | (A) | SO | URCE OF FUNDS                              |                 |                                    |                                    |
|   |     | 1. | Share Holder's Funds                       |                 |                                    |                                    |
|   |     |    | (a) Share Capital                          | 01              | 190,416,190                        | 190,416,190                        |
|   |     |    | (b) Reserves and Surplus                   | 02              | 1,089,126,327                      | 1,056,252,270                      |
|   |     |    | TOTAL                                      |                 | 1,279,542,517                      | 1,246,668,460                      |
|   | (B) | AP | PLICATION OF FUNDS                         |                 |                                    |                                    |
|   |     | 1. | Fixed Assets                               |                 |                                    |                                    |
|   |     |    | a) Gross Block                             | 03              | 994,991,889                        | 1,000,458,303                      |
|   |     |    | Less: Depreciation                         |                 | 42,671,593                         | 47,067,100                         |
|   |     |    | b) Net Block                               |                 | 952,320,296                        | 953,391,203                        |
|   |     |    | Add : Capital Work In Pro                  | gress           | 34,989,667                         | 328,801                            |
|   |     |    |  |                 | 987,309,963                        | 953,720,004                        |
|   |     | 2. | Investments                                |                 | 9,070,194                          | 8,895,338                          |
|   |     | 3. | Current Assets, Loans &<br>Advances        | 04              | 401,779,881                        | 328,389,227                        |
|   |     |    | Less : Current Liabilities<br>& Provisions | 05              | 118,617,521                        | 44,336,109                         |
|   |     |    | Net Current Assets                         |                 | 283,162,360                        | 284,053,118                        |
|   |     |    | TOTAL                                      |                 | 1,279,542,517                      | 1,246,668,460                      |
|   |     | NO | TES ON ACCOUNTS                            | 09              |                                    |                                    |

## CONSOLIDATED BALANCE SHEET AS AT 31ST MARCH'2006

For Balarami & Nagarjuna Chartered Accountants

> (G.Pulla Reddy) Partner

Place : Hyderabad Date : 27-06-2006 For and on behalf of the Board of SoftSol India Limited

(Bhaskar Rao Madala) Whole-time Director

Place : Hyderabad Date : 27-06-2006

## CONSOLIDATED PROFIT & LOSS ACCOUNT FOR THE YEAR ENDED 31<sup>st</sup> MARCH'2006

|  | Schedule<br>No. | Current Year<br>31-03-2006<br>(in Rupees)                  | Previous Year<br>31-03-2005<br>(in Rupees) |
|--|-----------------|--|--|
| INCOME   |                 |  |  |
| Consulting Income                                    |                 | 641,227,312  | 500,604,268                                |
| Other Income   | 06              | 15,776,369   | 15,665,261                                 |
| TOTAL INCOME (A)                                     |                 | 657,003,681  | 516,269,529                                |
| EXPENDITURE  |                 |  |  |
| Personnel Expenses                                   | 07              | 286,193,050  | 250,875,666                                |
| Operating & Administration Expenses                  | 08              | 324,764,600  | 240,843,858                                |
| Financial Charges                                    |                 | 2,896,164  | 909,485                                    |
| TOTAL EXPENDITURE (B)                                |                 | 613,853,814  | 492,629,009                                |
| PROFIT BEFORE DEPRECIATION & TAX (A-B)               |                 | 43,149,867   | 23,640,520                                 |
| Depreciation   |                 | 6,572,144  | 8,284,679                                  |
| PROFIT BEFORE TAX                                    |                 | 36,577,723   | 15,355,841                                 |
| Public Issue Exp. Written Off                        |                 | -  | 5,922,579                                  |
| NET PROFIT BEFORE TAX & PRIOR PERIOD EX              | KP.             | 36,577,723   | 9,433,262                                  |
| Provision for Taxation                               |                 | 3,878,624  | 2,758,088                                  |
| PROFIT FOR THE YEAR                                  |                 | 32,699,099   | 6,675,174                                  |
| Balance brought forward from previous year           |                 | 228,856,370  | 222,369,426                                |
|  |                 | 261,555,469  | 229,044,600                                |
| AMOUNT AVAILABLE FOR APPROPRIATION<br>APPROPRIATIONS |                 | 261,555,469  | 229,044,600                                |
| Transfer to General Reserve                          |                 | 3,120,370  | 363,188                                    |
| Balance Carried Forward to Balance Sheet             |                 | 258,435,099  | 228,681,412                                |
|  |                 | 261,555,469  | 229,044,600                                |
|  |                 | 1.76   | 0.36                                       |
| NOTES ON ACCOUNTS                                    | 09              |  |  |
| For Balarami & Nagarjuna<br>Chartered Accountants    |                 | For and on behalf of the Board<br>of SoftSol India Limited |  |
| (G.Pulla Reddy)<br>Partner                           |                 | (Bhaskar Rao Madala)<br>Whole-time Director                |  |

### SCHEDULES FORMING PART OF THE BALANCE SHEET

|   |                               | As at<br>31-03-2006<br>(in Rupees) | As at<br>31-03-2005<br>(in Rupees) |
|---|-------------------------------|------------------------------------|------------------------------------|
| 1. SHARE CAPITAL  |                               |                                    |                                    |
| Authorised<br>50,000,000 Equity Shares of Rs.10/  | - each                        | 500,000,000                        | 5,00,000,000                       |
| Issued  |                               | 10/ 014 200                        | 10/ 01/ 200                        |
| 19,681,430 Equity Shares of Rs.10/<br>(Previous year 14,350,00 Equity Shares, 10/- each)                  |                               | 196,814,300                        | 196,814,300                        |
| Subscribed<br>19,455,630 Equity shares Rs.10/- ea<br>(Previous year 14,124,200 equity sh<br>Rs.10/- each) |                               | 194,556,300                        | 194,556,300                        |
| Paid Up Capital<br>1,86,27,608 Equity shares of Rs.10/  | ′- each                       | 186,276,080                        | 186,276,080                        |
| 28,200 Equity shares of Rs.5/- each   |                               | 141,000                            | 141,000                            |
|   |                               | 186,417,080                        | 186,417,080                        |
| Shares Forfeited  |                               |                                    |                                    |
| 7,99,822 Equity shares of Rs.5/- ead  | ch                            | 3,999,110                          | 3,999,110                          |
| TOTAL   |                               | 190,416,190                        | 190,416,190                        |
| 2. RESERVES AND SURPLUS   | Opening Balance<br>01.04.2005 | Additions                          | Closing Balance<br>31,03.2006      |
| Share Premium Account<br>General Reserve :  | 757,880,730<br>69,690,128     | -<br>3,120,370                     | 757,880,730<br>72,810,498          |
| Profit & Loss Account :<br>Balance as per annexed account   | 228,856,370                   | 29,578,729                         | 258,435,099                        |
| TOTAL   | 1,056,427,228                 | 32,699,099                         | 1,089,126,327                      |

#### **Consolidated Financial Statements**

In Rs.

#### 03. FIXED ASSETS

| Name of the<br>Assets   | GROSS BLOCK<br>AS AT 31-03-2006 | ACCUMULATED<br>DEPRECIATION | NETBLOCK<br>AS AT 31-03-2006 |
|-------------------------|---------------------------------|-----------------------------|------------------------------|
| Good Will               | 894,881,733                     |                             | 894,881,733                  |
|                         |                                 | -                           |                              |
| Land                    | 16,815,492                      | 0 / 02 175                  | 16,815,492                   |
| Building                | 30,001,692                      | 8,603,175                   | 21,398,517                   |
| Computers               | 4,375,580                       | 3,434,421                   | 941,159                      |
| Computers - Imported    | 10,793,502                      | 8,178,374                   | 2,615,128                    |
| Air Condition System    | 4,342,771                       | 2,360,449                   | 1,982,322                    |
| Generator               | 785,000                         | 509,870                     | 275,130                      |
| Lift                    | 741,985                         | 479,974                     | 262,011                      |
| UPS                     | 1,426,636                       | 633,658                     | 792,978                      |
| Furniture & Fixtures    | 9,728,044                       | 5,919,721                   | 3,808,322                    |
| Electrical Installation | 5,014,856                       | 3,221,015                   | 1,793,841                    |
| Office Equipment        | 1,405,949                       | 438,467                     | 967,482                      |
| Office Equipment - Imp  | 463,645                         | 206,997                     | 256,647                      |
| Canteen Equipment       | 61,040                          | 37,328                      | 23,712                       |
| Motor & Borewell        | 99,794                          | 68,627                      | 31,167                       |
| Vehicles                | 1,747,361                       | 1,152,951                   | 594,410                      |
| Xerox Machine - Imp     | 195,685                         | 118,376                     | 77,309                       |
| Library                 | 18,592                          | 11,820                      | 6,772                        |
| Software                | 327,714                         | 57,908                      | -                            |
| Subsidiary's asset      | 11,764,817                      | 7,238,463                   | 4,526,354                    |
| TOTAL                   | 994,991,889                     | 42,671,593                  | 952,320,296                  |

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# SoftSol India Limited Consolidated Financial Statements

|                                       | As at<br>31-03-2006<br>(in Rupees) | As at<br>31-03-200<br>(in Rupees |
|---------------------------------------|------------------------------------|----------------------------------|
| 4. CURRENT ASSETS, LOANS AND ADVANCES | · · · · ·                          | <u> </u>                         |
| (A) CURRENT ASSETS                    |                                    |                                  |
| Cash and cash equivalents             |                                    |                                  |
| Accounts receivable                   | 113,413,224                        | 77,048,344                       |
| less: allowance for doubtful debts    | (2,163,228)                        | (2,310,088)                      |
| Cash in Hand                          | 18,429,936                         | 27,614,946                       |
| BANK BALANCES                         |                                    |                                  |
| With Scheduled Banks :                |                                    |                                  |
| in Current Accounts                   | 30,800,419                         | 22,128,521                       |
| in Fixed Deposits                     | 143,752,846                        | 181,252,129                      |
| Unclaim Dividend -Corp.Bank           | 1,423,932                          | 1,424,632                        |
| TOTAL (A)                             | 305,657,129                        | 307,158,484                      |
| (B) LOANS AND ADVANCES                |                                    |                                  |
| (Advances recoverable in cash or in   |                                    |                                  |
| kind or for value to be received)     |                                    |                                  |
| Advances for capital works            | 965,147                            | 52,677                           |
| Deposits                              | 1,022,376                          | 967,046                          |
| Prepaid Expenditure                   | 2,134,260                          | 2,786,136                        |
| Intercorporate Loan                   | 1,717,800                          | 1,543,800                        |
| Employee Travel Advances              | 349,921                            | 352,581                          |
| Advance Income Tax                    | 18,610,478                         | 11,032,190                       |
| Tax Deducted at Source                | 4,319,859                          | 2,834,574                        |
| Interest Accured but not due          | 821,698                            | 362,005                          |
| Differed tax asset                    | 66,112,020                         | 853,563                          |
| Advance for Expenses                  | 69,193                             | 446,172                          |
| TOTAL (B)                             | 96,122,752                         | 21,230,743                       |
| TOTAL (A + B)                         | 401,779,881                        | 328,389,227                      |
| 5. CURRENT LIABILITIES & PROVISIONS   |                                    |                                  |
| Current Liabilities                   |                                    |                                  |
| Accounts payable-trade                | 81,146,438                         | 24,029,600                       |
| Accounts payable-others               | -                                  | 437,500                          |
| Creditors for Capital goods           | 3,591,321                          | -                                |
| Liabilities for Expenses              | 24,152,732                         | 12,302,350                       |
| Other Liabilities                     | 446,100                            | -                                |
| Provisions                            | -                                  | F / FO 000                       |
| Provision for Taxation                | 7,650,000                          | 5,650,000                        |
| Provision for Gratuity                | 206,998                            | 275,158                          |
| Unclaimed Dividend                    | 1,423,932                          | 1,424,632                        |
| Deferred Tax Liability                | -                                  | 216,869                          |
| TOTAL                                 | 118,617,521                        | 44,336,109                       |

#### SCHEDULES FORMING PART OF THE BALANCE SHEET

|  | As at<br>31-03-2006<br>(in Rupees) | As at<br>31-03-2005<br>(in Rupees) |
|--|------------------------------------|------------------------------------|
| D6. OTHER INCOME                             |                                    |                                    |
| Interest on Fixed Deposits                   | 1,809,898                          | 597,678                            |
| Interest received                            | 84,909                             | 100,283                            |
| Income from Mutual fund                      | 5,510,693                          | 5,350,193                          |
| Rental Income                                | 5,623,843                          | 6,618,643                          |
| Gain on sale of assets                       | 123,487                            | 272,226                            |
| Short term Capital gain                      | 25,238                             | 2,153,260                          |
| Other Income                                 | 2,598,301                          | 572,978                            |
| TOTAL  | 15,776,369                         | 15,665,261                         |
| 07. PERSONNEL EXPENSES                       |                                    |                                    |
| Salaries, Wages                              | 24,404,302                         | 10,479,421                         |
| Contribution to PF and other statutory Funds | 1,080,189                          | 595,198                            |
| Staff welfare                                | 1,153,260                          | 503,037                            |
| Medical Reimbursement                        | 239,525                            | 111,462                            |
| Bonus  | 626,000                            | 117,000                            |
| Subsidiary's Personnel expenses              | 258,689,774                        | 239,069,548                        |
| TOTAL  | 286,193,050                        | 250,875,666                        |

## SCHEDULES FORMING PART OF THE PROFIT & LOSS ACCOUNT

|   | Year ended<br>31-03-2006<br>(in Rupees) | Year ende<br>31-03-200<br>(in Rupees |
|---|---|--------------------------------------|
| 08. OPERATING AND ADMINISTRATION EXPENSES |   |                                      |
| Rent, Rates & Taxes                       | 7,403,114                               | 7,186,252                            |
| Consulting Charges                        | 267,318,256                             | 180,129,994                          |
| Repairs & Maintenance                     | -                                       |                                      |
| On Equipment                              | 79,899                                  | 192,536                              |
| Building Maintenance                      | 153,526                                 | 131,901                              |
| Others                                    | 3,432,053                               | 2,453,879                            |
| Advertisement                             | 88,034                                  | 157,677                              |
| Travelling Expenses                       | 305,180                                 |                                      |
| Recruitment Expenses                      | 4,848,038                               | 5,770,942                            |
| Communication Charges                     | 3,139,344                               | 2,330,794                            |
| Printing & Stationery                     | 271,604                                 | 199,577                              |
| S T P I - Service Charges                 | 100,000                                 | 50,000                               |
| Directors Remuneration                    | 100,000                                 | 50,000                               |
| Salaries                                  | 840,000                                 | 787,500                              |
| Gratuity                                  | 131,538                                 | 28,38                                |
| Provident Fund                            | 54,720                                  | 57,600                               |
| Director's Sitting Fee                    | 70,000                                  | 62,000                               |
| Auditors Remuneration                     | 70,000                                  | 02,000                               |
|   | 33,672                                  | 33,060                               |
| Audit Fee                                 | -                                       |                                      |
| -Tax Audit                                | 11,224                                  | 11,020                               |
| -Other Services                           | 11,224                                  | 16,120                               |
| -Incidental Expenses                      | 6,351                                   | 949                                  |
| Legal & Professional Services             | 13,500,468                              | 21,237,474                           |
| Travelling expenses                       | -                                       |                                      |
| Director's                                | 790,269                                 | 256,037                              |
| Others                                    | 5,959,680                               | 5,343,575                            |
| Onsite Expenes                            | -                                       | 4 4 0 0 0 0                          |
| General Expenses                          | 4,461,792                               | 4,192,809                            |
| Electricity Charges                       | 1,387,713                               | 440,639                              |
| Conveyance                                | 674,778                                 | 323,400                              |
| Books & Periodicals                       | 624,410                                 | 584,693                              |
| Business Promotion                        | 5,030                                   | 20,293                               |
| Security Service Charges                  | 222,044                                 | 119,592                              |
| oss from Investment With Mutual Funds     | -                                       | 6,719                                |
| Soft Link Charges                         | 1,845,881                               | 1,814,721                            |
| Loss on Disposi of Assets                 | 155,540                                 |                                      |
| Assets Written off                        | -                                       | 3,444,019                            |
| Donations                                 | 51,116                                  | 10,000                               |
| Registration & Filing Fee                 | -                                       | 3,520                                |
| SŎ Expenses                               | 92,600                                  | 26,452                               |
| Insurance                                 | 4,852,942                               | 1,940,196                            |
| Bad Debts Written Off                     | 1,678,116                               | 1,492,055                            |
| Loss on exchange fluctuation              | 164,444                                 | (12,521)                             |
| ΤΟΤΑΙ                                     | 324,764,600                             | 240,843,858                          |

#### SCHEDULES FORMING PART OF THE PROFIT & LOSS ACCOUNT

#### **Consolidated Financial Statements**

|              |   | Year ended<br>31-03-2006<br>(Rs. in Lakhs) | Year ended<br>31-03-2005<br>(Rs. in Lakhs) |
|--------------|---|--|--|
| A CASH FLO   | W FROM OPERATING ACTIVITIES:                                      |  |  |
|              | pefore Tax and Extraordinary Items                                | 365.78                                     | 94.33                                      |
| Depreciatio  |   | 65.72                                      | 82.85                                      |
| Interest pa  |   | 28.96                                      | -  |
|              | ividend etc., received  | (18.95)                                    | (60.48)                                    |
|              | / Expenses W/off  | -  | 59.23                                      |
| Assets writ  | ten off   | -  | 0.06                                       |
| Loss from    | Sale of Mutual Funds  | -  | 34.44                                      |
| Profit on sa | ale of assets   | 1.23                                       | -  |
|              | Profit before Working Capital changes<br>nts for Working Capital: | 442.75                                     | 210.43                                     |
| Receivable   |   | (386.75)                                   | (36.56)                                    |
| Current Lia  | bilities  | 722.82                                     | 99.42                                      |
| Loans & Ac   | lvances   | (668.54)                                   | (34.98)                                    |
|              | flow from Operating Activities<br>W FROM INVESTING ACTIVITIES :   | 110.28                                     | 238.31                                     |
| Interest , D | Dividend etc., received   | 14.35                                      | 57.05                                      |
| Interest pa  | id  | (28.96)                                    | -  |
|              | f Fixed Assets  | (404.11)                                   | (66.11)                                    |
|              | Sale of Mutual Finds  | -  | (0.06)                                     |
| Sale of Fix  |   | 3.00                                       | 5.16                                       |
| Income Ta    | x Paid  | (94.57)                                    | (5.58)                                     |
| Investmen    | ts  | (1.75)                                     | (0.73)                                     |
| Net Cash     | flow from Investing Activities                                    | (512.03)                                   | (10.28)                                    |
| C CASH FLO   | WFROMFINANCING ACTIVITIES:  |  |  |
| Unsecured    |   | -  | (433.90)                                   |
| Dividend P   | aid   | (0.01)                                     | (0.30)                                     |
| Net Cash     | flow from Financing Activities                                    | (0.01)                                     | (434.20)                                   |
| Net Incre    | ase in Cash and Cash Equivalents                                  | (401.76)                                   | (206.17)                                   |
| Opening C    | ash and Cash Equivalents  | 2324.20                                    | 2,530.37                                   |
| Closing Ca   | sh and Cash Equivalents   | 1944.07                                    | 2,324.20                                   |
|              |   | (380.13)                                   | (206.17)                                   |

#### CASH FLOW STATEMENT FOR THE YEAR ENDED 31<sup>ST</sup> MARCH, 2006

For Balarami & Nagarjuna Chartered Accountants

> (G.Pulla Reddy) Partner

Place : Hyderabad Date : 27-06-2006 For and on behalf of the Board of SoftSol India Limited

(Bhaskar Rao Madala) Whole-time Director

# Schedule – 09 Statement of Significant Accounting policies and Notes forming part of the consolidated accounts for the year ended March 31, 2006

### 1. Description of Business:

SoftSol India Limited and its consolidated subsidiary (hereinafter referred to as "SoftSol") are engaged in providing information technology services and software development. SoftSol India Limited was incorporated in the year 1990. SoftSol India operates from its own Offshore development facility located at Hitech City of Hyderabad.

SoftSol Resources Inc, USA a wholly owned subsidiary was incorporated in the state of California on January 11, 1993. SoftSol Resources is a provider of e-commerce, network technology, Internet infrastructure and other special technology areas.

### 2. Significant Accounting Policies

### Principles of consolidation and Basis of Presentation

The consolidated financial statements of SoftSol India and its subsidiary i.e. M/s SoftSol Resources Inc, USA are prepared in accordance with Generally Accepted Accounting Principles applicable in India and as per Accounting standard 21 on Consolidation on Financial Statements issued by the Institute of Chartered Accountants of India to the extent possible in the same Format as that adopted by the parent Company i.e. Soft Sol India for its financial statement. All inter company balances and transactions are eliminated for the purpose of consolidation of financial statements as per AS 21.

#### **Use of Estimates**

The preparation of the consolidated financial statements in conformity with Indian GAAP requires management to make the estimates and assumptions that affects the reported amounts of assets and liabilities and disclosure of contingent liabilities as of the date of the financial statements and the reported amount of revenues and expenses during the reported period. Actual results differ materially form those estimates.

## System of Accounting

a) Financial statements are based on historical cost.

b) The company follows the mercantile system of accounting and recognizes income and expenditure on accrual basis including provisions, adjustments for committed obligations and amounts determines as payable or receivable during the period.

#### **Fixed Assets and Depreciation**

#### a) Fixed Assets

Fixed Assets are accounted at cost of acquisition inclusive of inward freight, duties and taxes, and incidentals related to acquisitions.

#### b) Depreciation

Depreciation is provided on the Written Down value Method at the rates and in the manner specified in Schedule XIV of the Companies Act, 1956. However Depreciation on the assets of the subsidiary company are provided on a straight-line Method over the estimated lives of the assets.

## **Prior Period Adjustments**

Income and Expenditure relating to prior period exceeding Rs.5,000 in each case is accounted under prior period.

#### Foreign Exchange Translation

The accompanying consolidated financial statements are reported in Indian rupees. The Indian rupee is the functional Currency for SoftSol India Limited. As financial statements of SoftSol Resources Inc, USA are reported in USD the amounts of subsidiary are converted into Indian rupees before consolidation. The assets and Liabilities are converted into Indian rupees by using the current exchange rates in effect at the balance sheet date, revenue, costs and expenses are converted by using average exchange rate prevailing during the reporting period and share capital is converted by using the exchange rate at the date of the transaction. Assets and Liabilities of subsidiary denominated in USD are translated at the rates of exchange at the balance sheet and the resultant loss or gain is recognized in the consolidated profit and loss account.

#### II. Notes on Accounts

#### Share Capital

Share Capital of wholly owned subsidiary is deleted.

#### **Reserves and Surplus**

Consolidated Profit/ (Loss) for the reporting period is added / (subtracted) to the last year's closing balances as appeared in the holding and subsidiary Companies.

#### Reporting Date and Period

Reporting Date for the holding and subsidiary companies is of 12 months. Reporting date for holding company is March 31, 2006 and December 31, 2005 respectively.

#### Investments

An investment made in the wholly owned subsidiary is deleted from the consolidated balance sheet.

#### Income Tax

Provision is made for income tax on Taxable Income basis, under the tax payable method, based on the tax liability as computed after taking credit for allowances, prepaid taxes and exemptions for the purpose of calculating holding company's tax liability. In the case of subsidiary company Income tax expenses is based on pretax financial accounting Income. Deferred tax assets and liabilities are based on the difference between the financial statement and tax basis of assets and liabilities using enacted tax rates in the effect for the year in which the differences are expected to reserve in the case of subsidiary company.

#### Reclassification

Previous years figures have been re-grouped wherever necessary to confirm to the current years figures.

#### SOFTSOL INDIA LIMITED

Regd. Off.: Plot No.4, Infocity, Madhapur, Hyderabad - 500 033. Tel: +91 (40) 30784305, Facsimile: +91 (40) 30784306 e-mail: softsol@softsolindia.com

#### ATTENDANCE SLIP

PLEASE FILL ATTENDANCE SLIP AND HAND OVER AT THE ENTRANCE OF THE MEETING VENUE :

DP ID: ..... Client ID ..... Regd. Folio No. .....

Name and address of the Shareholder/Proxy: .....

Number of Shares held .....

I hereby record my presence at the 16<sup>th</sup> Annual General Meeting of the company held on Friday the 29th Day of September 2006 at the registered office of the company situated at Plot No. 4, Infocity, Madhapur, Hyderabad - 500 033 at 10.30 a.m.

(Signature of Shareholder/Proxy)

#### SOFTSOL INDIA LIMITED Regd. Off.: Plot No.4, Infocity, Madhapur, Hyderabad - 500 033. Tel : +91 (40) 30784305, Facsimile : +91(40)30784306 e-mail : softsol@softsolindia.com

#### PROXY FORM

Signed this......day ...... 2006.

| Affix   |
|---------|
| Rs. 1   |
| Revenue |
| Stamp   |

Note : The duly stamped, completed and signed proxy, in order to be effective, must be received by the Company, not less than 48 hours before the commencement of the meeting.

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