





# Annual Report 2010-11



# Financial Highlights FY-2010-11

710% Growth in Consolidated Revenue Year On Year

180% Growth in Consolidated Operating Profit Year On Year

Total dividend including dividend tax for FY 2010-11 ₹ 79.29 lakhs

| Particulars          | FYE 31st March, | FYE 31st March, 2011 (INR Lakhs) |  |  |
|----------------------|-----------------|----------------------------------|--|--|
|                      | Standalone      | Consolidated                     |  |  |
| Operating Income     | 1,687           | 6,915                            |  |  |
| EBITDA               | 520             | 450                              |  |  |
| Net Profit After Tax | 389             | 91                               |  |  |
| Basic EPS            | 3.21            | 0.74                             |  |  |
| Diluted EPS          | 2.82            | 0.66                             |  |  |
| Share Capital        | 236             | 236                              |  |  |
| Reserves and Surplus | 2,182           | 2,172                            |  |  |
| Net worth            | 2,418           | 2,350                            |  |  |
| Net Fixed Assets     | 14              | 183                              |  |  |
| Total Assets         | 4,127           | 6,863                            |  |  |



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# **Board of Directors**

(Chairman and Vice Chairman of the Company are independent directors.)

# Dr. Nirmal Jain (Chairman)

- B Tech, IIT Mumbai and PhD from University of Hawaii (US).
- Advance Management Program at Harvard Business School.
- 30 years of experience in Information Technology business and 25 years with Tata Group of Companies.
- Serves as Director on board of various companies and professional bodies.



# Dr. Ajay Sharma (Vice Chairman)

- B Tech, from Roorkee University, Served the Indian Navy for 34 years till 1994 and reached the rank of Rear Admiral.
- PhD from London University.
- Recipient of Ati Vishisht Seva Medal in 2003 by President of India.



# Alok Pathak (Managing Director)

- Engineering from NIT Raipur.
- M Tech, IIT Mumbai.
- One of the promoters, CEO and Executive Director Idhasoft Ltd.



# Mohan Natarajan (Director)

- He is an alumni of London School of Economics, IIM-Kolkata, IIT-Mumbai.
- Mr. Natarajan in his professional career has served very reputed organizations which include Edelweiss, Kotak, HDFC Securities, IIT Group, HSBC and ICICI.



### **Christof Anderi (Director)**

- Graduate in Business Administration and Information Technology from a prestigious University of Saarbrucken, Germany.
- He served several organizations that include Bosch Telecom, PWC Coopers & Lybrand, SAP AG before founding SUMITS AG. After acquisitions of SUMITS AG by Prism Informatics, he took over as CEO of Prism Informatics, Europe. Currently, he serves Prism Informatics as a Director.

# Corporate Information

### **Board of Directors**

Dr. Nirmal Jain - Chairman & Independent Director

Alok Pathak - Managing Director
Dr. Ajay Sharma - Independent Director
Mohan Natarajan - Non Executive Director
Christof Anderi - Non Executive Director

# Company Secretary & Compliance Officer

Ms. Swapna Arun Sawant

# **Registered Office**

B-505, BSEL Tech Park,

Sector 30-A, Opp. Vashi Railway Station,

Vashi, Navi Mumbai-400705.

Phone- +91-22-65724261 Fax- +91-22-27813555

Email: info@prisminfo.com

### **Auditors to the Company**

E.A. Patil & Associates 316, 3rd Floor, Nirman Vyapar Kendra, Sector-17, Vashi, Navi Mumbai 400705.

### **Registrars and Transfer Agents**

Sharex Dynamic India Pvt Ltd,

Unit 1, Luthra Industrial Premises, Safed Pool,

Andheri Kurla Road, Andheri (East), Mumbai-4000072.

Tel-28515644, Fax-28512885

E-mail-info@sharexindia.com; investor@sharexindia.com

### **Bankers**

# Saraswat Co-operative Bank Limited

Small and Medium Enterprise Branch, Prabhat Bhavan, 96, LBS Marg, Opp Cipla, Vikhroli (West), Mumbai-400083

#### **Axis Bank**

Vardhman Chambers Premises CSL, Plot 84, Sector 17, Vashi-400705

### Important Communication to Members

The Ministry of Corporate Affairs has taken a "Green Initiative in the Corporate Governance" by allowing paperless compliance by the companies and has issued circulars stating that service of notice/ documents including Annual Report can be sent by e-mail to its members. To support this green initiative of the Government in full measure, members who have not registered their e-mail addresses, so far, are requested to register their e-mail addresses, in respect of electronic holdings with the Depository through their concerned Depository Participants. Members who hold shares in physical form are requested to fill the appropriate column in the Members Updation Form of the Annual Report) and register the same with Company's Registrars and Transfer Agents, Sharex Dynamic (India) Private Limited. Postage for sending the feed back form will be borne by the Company.

# Letter from Managing Director

This fiscal year 2010-11 was significant for Prism Informatics Limited as we continued our growth by evolving and adapting to the ever-changing business environment. Our continued geographical expansion and our foothold in the global markets contributed to strengthening our business position and in establishing us further. In 2010-11, Prism acquired 51% stake in IMT allowing us to reach out to Middle East markets where we see much untapped potential. We are thankful to all our people who have supported us in all our initiatives and embraced all our strategies for expansion and stable growth.

We closed fiscal 2010-11 reporting annual revenue (consolidated) at Rs. 69.14 Crores as compared to Rs. 8.54 Crores last year. The profit after tax (consolidated) for the year was Rs. 0.91 Crores against Rs. 0.51 Crores in the previous year.

Despite an environment which remains very challenging, we have ambitious plans to grow organically and inorganically - through well executed strategic acquisitions and geographic and vertical diversification - to allow for greater reach and customer centric selling. We continue to focus on our established client base to strengthen relationships, provide better services, and scale in the market.

Our ability to work in an integrated manner, even with the existence of diverse geographies and business practices, remains our key strength. This is facilitated by the focused leadership at the top levels, which is divided along geographies and verticals, and the entrepreneurial orientation of our employees. Our business practices are strongly supported by important alliances which have helped our growth. We foresee that consolidation in the IT industry is inevitable and also that multi location strategies will become a norm and onshore – offshore model will be sustained.

We believe in growing responsibly and protecting the interests of all our shareholders. As a cardinal principal, we continue to believe that investors should be adequately and timely rewarded for their consistent support. The Board declared three interim dividends of 10%, 12.5% and 12.5% on equity shares based on first, second and third quarter results for fiscal year 2010-11 and have recommended for approval of members this AGM final dividend of 12.5% on equity shares. We firmly believe you are our pillars of strength and we are very grateful to you for your faith in us.

A sense of achievement and satisfaction meets us as we put fiscal 2010-11 behind. We are confident that we will continue to counter challenges successfully by strengthening our processes and continuing on the path of sturdy growth. As always, we are fully focused on delivering value to our investors, customers and employees. We immensely value your participation in our growth and look forward to your continued support.

Alok Pathak Managing Director

Navi Mumbai 30th May, 2011

# Notice of Annual General Meeting

Notice is hereby given that Twenty-ninth Annual General Meeting (AGM) of the members of Prism Informatics Limited will be held on **Friday, August 12, 2011 at 11.00 AM (IST)** at Four Points Hotel, Near Vashi Railway Station, Vashi, Navi-Mumbai 400 705, India, to transact the following business:

#### **Ordinary Business:**

- 1. To receive, consider and adopt the Audited Balance Sheet as at 31st March 2011, Profit and Loss Account for the year ended on 31st March 2011 and the reports of Board of Directors and Auditors thereon.
- 2. To consider and declare Final Dividend for the year 2010-11 on Preference Shares and Equity Shares.
- 3. To appoint a Director in place of Dr. Ajay Sharma, who retires by rotation and is eligible for re-appointment.
- 4. To appoint auditors and to fix their remuneration and in this regard to consider and if thought fit, to pass, with or without modification(s), the following resolution as an Ordinary Resolution:

"RESOLVED THAT M/s E A Patil & Associates, Chartered Accountants (Registration No. 117371W), be and are hereby appointed as the Statutory Auditors of the Company, to hold the office from the conclusion of this Annual General Meeting until the conclusion of the next Annual General Meeting of the Company at a remuneration as may be determined by the Board of Directors of the Company looking at the volume of the work involved in consultation with M/s. E.A. Patil & Associates, Chartered Accountants."

#### **Special Business:**

5. To appoint Mr. Christof Anderi, as Director of the Company and to consider and, if thought fit, to pass, with or without modification(s), the following resolution as an Ordinary Resolution:

"RESOLVED THAT subject to provisions of the Companies Act, 1956, including the rules made thereunder, Mr Christof Anderi be and is hereby appointed as Director of the Company, whose period of office shall be liable for retirement by rotation."

Navi Mumbai May 30, 2011 By order of Board of Directors
For Prism Informatics Limited
Swapna Sawant
Company Secretary & Compliance Officer

Registered Office:- B-505, BSEL TechPark, Sector 30-A, Opp. Vashi Railway Station, Vashi, Navi Mumbai 400705, India. Website: www.prisminfo.com

#### **NOTES TO NOTICE**

- A member entitled to attend and vote at the Annual General Meeting is entitled to appoint a proxy to attend and vote on a poll instead of himself and the proxy need not be a member of the company. The instrument appointing the proxy should, however, be deposited at the Registered Office of the Company not less than 48 hours before the commencement of the meeting. Members are requested to bring their attendance slip along with their copy of annual report to the Meeting.
- 2. Corporate members intending to send their authorised representatives to attend the Meeting are requested to send to the Company a certified copy of the Board Resolution authorising their representative to attend and vote on their behalf at the Meeting.
- 3. The relative Explanatory Statement pursuant to Section 173 of the Companies Act, 1956, in respect of the business under item no. 5 is annexed hereto. The relevant details as required by Clause 49 of the Listing Agreement entered into with Bombay Stock Exchange, of persons seeking appointment/re-appointment as Directors under Item no. 3 of the Notice, is also annexed.
- 4. The Register of Members and Share Transfer Books of the Company will remain closed from Saturday, August 6, 2011 to Friday, August 12, 2011 (both days inclusive) for determining the names of members eligible for dividend on Equity Shares, if declared at the Meeting.
- 5. If the Final Dividend on Equity Shares as recommended by the Board of Directors is approved at the Annual General Meeting, payment of such dividend will be made within 30 days from date of AGM as under:
  - To all Beneficial Owners in respect of shares held in dematerialised form as per the data as may be made available by the National Securities Depository Limited and the Central Depository Services (India) Limited as of the close of business hours on August 5, 2011;
  - b. To all Members in respect of shares held in physical form after giving effect to valid transfers in respect of transfer requests lodged with the Company on or before the close of business hours on August 5, 2011.
- 6. Members holding shares in dematerialised form are requested to intimate all changes pertaining to their bank details, National Electronic Clearing Service (NECS), Electronic Clearing Service (ECS), mandates, nominations, power of attorney, change of address, change of name and e-mail address, etc., to their Depository Participant only and not to the Company's Registrars and Transfer Agents, Sharex Dynamic (India) Private Limited (Sharex) Unit-1, Luthra Industrial Premises, Andheri Kurla Road, Safed Pool, Andheri (East), Mumbai 400 072; Tel: 022-28515606/44-28516338; Fax: 022-28512885; E-mail: sharexindia@vsnl.com; Website: www.sharexindia.com.
- 7. The Company or its Registrars and Transfer Agents cannot act on any request received directly from the members holding shares in electronic form for any change of bank particulars or bank mandates. Such changes are to be advised only to the Depository Participant of the members. Changes intimated to the Depository Participant will then be automatically reflected in the Company's records which will help the Company and Sharex to provide efficient and better services. Members holding shares in physical form are requested to intimate such changes to Sharex.

# Notice of Annual General Meeting

- 8. Members holding shares in physical form are requested to consider converting their holding to dematerialized form to eliminate all risks associated with physical shares and for ease in portfolio management. Members can contact the Company or Sharex, for assistance in this regard.
- 9. Reserve Bank of India has initiated NECS for credit of dividend directly to the bank account of Members. Members are requested to register their Bank Account details (Core Banking Solutions enabled account number, 9 digit MICR and 11 digit IFS code), in respect of shares held in dematerialised form with their respective Depository Participants and in respect of shares held in physical form with Sharex.
- 10. The Securities and Exchange Board of India (SEBI) has mandated the submission of Permanent Account Number (PAN) by every participant in securities market. Members holding shares in electronic form are, therefore, requested to submit the PAN to their Depository Participants with whom they are maintaining their demat accounts. Members holding shares in physical form can submit their PAN details to the Company / Registrars and Transfer Agents, Sharex Dynamic (India) Private Limited.
- 11. Members desiring any information as regards the Accounts are requested to write to the Company at an early date so as to enable the Management to keep the information ready at the Meeting.
- 12. The Ministry of Corporate Affairs (vide circular nos. 17/2011 and 18/2011 dated April 21 and April 29, 2011 respectively), has undertaken a 'Green Initiative in Corporate Governance' and allowed companies to share documents with its shareholders through an electronic mode. Members are requested to support this green initiative by registering/updating their e-mail addresses, in respect of shares held in dematerialised form with their respective Depository Participants and in respect of shares held in physical form with Sharex.

Navi Mumbai May 30, 2011 By order of Board of Directors For Prism Informatics Limited Swapna Sawant Company Secretary & Compliance Officer

#### **EXPLANATORY STATEMENT**

As required by Section 173(2) of the Companies Act, 1956 ("Act"), the following explanatory statement sets out all material facts relating to the business mentioned under Item No.5 of the accompanying Notice dated May 30, 2011:

Item No. 5: Mr. Christof Anderi was appointed as an Additional Director by the Board of Directors of the Company at its meeting held on May 30, 2011. In terms of Section 260 of the Companies Act 1956, he holds office till the ensuring Annual General meeting. As required by Section 257 of the Act, a notice has been received from a member signifying the intention to propose his appointment as a Director, liable to retire by rotation. Necessary resolution seeking approval of the members for Mr. Christof Anderi is placed before members by means of an Ordinary Resolution.

The Board of Directors recommends the passing of the said resolution.

None of the Directors of the Company, other than Mr. Christof Anderi are interested or concerned in the resolution.

Navi Mumbai May 30, 2011 By order of Board of Directors For Prism Informatics Limited Swapna Sawant Company Secretary & Compliance Officer

# Details of Directors Seeking Appointment/Re-appointment at the Annual General Meeting as per Clause 49 of the Listing Agreement:

| Sr<br>No | Name of<br>the Director              | Date of last<br>appointment<br>on the Board | Qualifications & expertise in specific functional areas  | Names of other<br>Companies in which<br>the person also<br>holds directorship<br>and membership of<br>Committees of the<br>Board (refer note) | Number of<br>shares held<br>as on<br>30 May 2011 | Relationship<br>with other<br>Directors |
|----------|--------------------------------------|---|--|---|--|---|
| 01       | Dr. Ajay Sharma<br>(DIN 00228169)    | November 07, 2009                           | Degree in Electrical Engineering from<br>Roorkee University, & Ph.D degree from<br>London University in Electrical Engineering | None  | Nil  | None                                    |
| 02       | Mr Christof Anderi<br>(DIN 03415356) | June 1, 2011                                | Graduate in Business Administration and Information Technology from the prestigious university of Saarbrucken, Germany         | None  | 300,000  | None                                    |

Note: Directorships in foreign Companies, alternate Directorships, Directorships in private Companies and membership in governing councils, chambers and other bodies are not included. Membership/Chairmanship in Audit Committee and Shareholder Grievance Committee of other Companies is included.

# Directors Report

То

The members,

PRISM INFORMATICS LIMITED,

Your Directors are delighted to present the Annual Report of the Company along with the audited statement of accounts for the financial year ended 31.03.2011.

### 1. FINANCIAL PERFORMANCE:

The Standalone financials of the Company for the financial year March 31, 2011 are as follows:-

# STANDALONE RESULTS

# In Rupees

| Particulars   | April 1, 2010 to March 31, 2011 | April 1, 2009 to March 31, 2010 |
|---|---------------------------------|---------------------------------|
| Total Income  | 168,679,299                     | 17,304,533                      |
| Less: Total Expenditure                                 | 123,182,571                     | 10,895,024                      |
| Profit before Depreciation                              | 45,496,728                      | 64,09,509                       |
| Depreciation  | 448,532                         | 32,653                          |
| Profit after Depreciation and before prior period items | 45,048,196                      | 6,376,856                       |
| Less: prior period items                                | Nil                             | Nil                             |
| Profit before taxation                                  | 45,048,196                      | 6,376,856                       |
| Provision for Taxation:                                 |                                 |                                 |
| Current Tax   | 8,593,882                       | 1,972,038                       |
| Deferred Tax  | (2,480,811)                     | 6934                            |
| Net profit after tax                                    | 38,935,125                      | 4,411,752                       |
| Profit brought forward                                  | 3,097,084                       | 881,236                         |
| Amount available for appropriation                      | 42,032,209                      | 5,292,988                       |
| General Reserve   | 3,893,512                       | Nil                             |
| Less: Appropriations                                    |                                 |                                 |
| Interim Dividend  | 4,893,366                       | 6,30,000                        |
| Proposed Equity Dividend                                | 1,799,275                       | Nil                             |
| Preference Dividend                                     | 1,07,062                        | 1,253,135                       |
| Dividend Tax  | 1,129,360                       | 312,769                         |
| Profit transferred to Balance sheet                     | 30,209,633                      | 3,097,084                       |

The Consolidated financials of the Company for the financial year March 31, 2011 are as follows:-

### **CONSOLIDATED RESULTS:**

# In Rupees

| Particulars   | April 1, 2010 to March 31, 2011 | April 1, 2009 to March 31, 2010 |
|---|---------------------------------|---------------------------------|
| Total Income  | 691,489,530                     | 85,407,568                      |
| Less: Total Expenditure                                 | 660,580,241                     | 76,138,170                      |
| Profit before Depreciation                              | 30,909,290                      | 92,69,398                       |
| Depreciation  | 4,880,639                       | 1,789,792                       |
| Profit after Depreciation and before prior period items | 26,028,650                      | 7,479,606                       |

| Particulars                         | April 1, 2010 to March 31, 2011 | April 1, 2009 to March 31, 2010 |
|-------------------------------------|---------------------------------|---------------------------------|
| Less: prior period items            | Nil                             | Nil                             |
| Profit before taxation              | 26,028,650                      | 7,479,606                       |
| Provision for Taxation:             |                                 |                                 |
| Current Tax                         | 11,522,226                      | 2,324,770                       |
| Deferred Tax                        | (2,480,811)                     | (10,789)                        |
| Transfer to Minority Interest       | 7,894,954                       | Nil                             |
| Net profit after tax                | 9,092,281                       | 5,165,624                       |
| Profit brought forward              | 3,850,956                       | 881,236                         |
| Amount available for appropriation  | 12,943,237                      | 6,046,860                       |
| Transfer to General Reserve         | 3,893,512                       | Nil                             |
| Less: Appropriations                |                                 |                                 |
| Interim Dividend                    | 4,893,366                       | 630,000                         |
| Proposed Equity Dividend            | 1,799,275                       | Nil                             |
| Preference Dividend                 | 107,062                         | 1,253,135                       |
| Dividend Tax                        | 1,129,361                       | 312,769                         |
| Profit transferred to Balance sheet | 1,120,661                       | 3,850,956                       |

#### 2) COMPANY'S PERFORMANCE:

On Consolidated basis for the year 2010-2011, revenue was Rs. 69.14 Crores against Rs. 8.54 Crores in the previous year. Profit before tax for the year 2010-11 was Rs. 2.60 Crores against Rs. 0.74 Crores in the previous year. Net profit for the year 2010-11 was Rs. 0.91 Crores against Rs. 0.51 Crores in the previous year.

On Standalone basis for the year 2010-2011, revenue was Rs. 16.86 Crores against Rs. 1.73 Crores in the previous year. Profit before tax for the year 2010-11 was Rs. 4.50 Crores against Rs. 0.63 Crores in the previous year. Net profit for the year 2010-11 was Rs. 3.89 Crores against Rs. 0.44 Crores in the previous year.

### 3) DIVIDEND

For the year 2010-11, three interim dividends were paid on equity shares based on their face value:

| Period                         | Percentage | Face value of equity share | Date of declaration by Board |
|--------------------------------|------------|----------------------------|------------------------------|
| FY 2010-11 1st Quarter results | 10%        | Rs 10                      | 16th July, 2010              |
| FY 2010-11 2nd Quarter results | 12.5%      | Rs 10                      | 26th October, 2010           |
| FY 2010-11 3rd Quarter results | 12.5%      | Rs 1                       | 14th February, 2011          |

Further, Based on Company's performance, the Directors are pleased to recommend for approval of the members a final dividend of 12.5% on equity share amounting to Rs 0.125 per equity share and 8% on 92164(nos), Non Cumulative Compulsory Convertible Preference Shares (CCPs- Series II) of Rs 100 each allotted on 7th February, 2011 amounting to Rs 8 per Preference share for the financial year 2010-11. Non Cumulative Compulsory Convertible Preference Shares are entitled to a fixed dividend of 8% per annum if dividend is paid to equity shareholders.

The total dividend payout for the year ended March 31, 2011 on equity shares, if final dividend is approved by members, would be Rs 6,692,641 and on preference shares would be Rs 107,062. The total cash outflow on account of dividend including dividend tax for the year 2010-11 including interim dividends already paid, would aggregate Rs 7,929,063 resulting in a payout of 20.36% of the Standalone profits after tax of the Company.

The final dividend will be paid in compliance with applicable regulations.

#### 4) TRANSFER TO RESERVES

On Standalone basis for the financial year 2010-11, the Company proposes to transfer Rs. 38.93 lakhs to the General Reserve out of the amount available for appropriations and an amount of Rs. 3.02 Crores is proposed to be retained in the Profit and Loss Account.

### 5) DIRECTORS

1. Appointment: Mr. Christof Anderi was appointed as an Additional Director of the Company with effect from 1st June, 2011 pursuant to the provisions of Section 260 of the Companies Act, 1956, by the Board of Directors at its meeting held on 30th May, 2011. Mr Christof Anderi will hold office till the date of ensuing Annual General Meeting of the Company. The requisite notices together with necessary deposit have been received from a member pursuant to Section 257 of the Companies Act, 1956 proposing the election of Mr. Christof Anderi as a Director of the Company. Accordingly, necessary resolution has been included in the notice for calling Annual General Meeting for his appointment as a Director.

2. Reappointment: Dr Ajay Sharma retires by rotation and being eligible offers himself for reappointment at the ensuing Annual General Meeting.

#### 6) HIGHLIGHTS OF 2010-2011

i. Conversion of 13, 29,633 4% Non – Cumulative Compulsorily Convertible Preference Shares (CCP Series I) into Equity Shares:

13,29,633 4% Non–Cumulative Compulsorily Convertible Preference Shares of Rs. 100 each allotted on January 5, 2010 were converted into 6,64,816 equity shares, having a face value of Rs. 10/- (Rupees Ten) each at a premium of Rs. 190/- per share on June 25, 2010. The Company received listing approval on September 15, 2010 and trading approval on November 5, 2010 from Bombay Stock Exchange.

ii. Conversion of 5,78,429 10% Compulsorily Convertible Debenture (CCD-Series I) into Equity Shares:

5,78,429 10% Compulsorily Convertible Debenture (CCD- Series I) of Rs. 100 each allotted on April 27, 2010 were converted into Equity Shares, having a face value of Rs. 10/- (Rupees Ten) each at a premium of Rs. 390/- per share on October 5, 2010. The Company received Listing approval on November 18, 2010 and trading approval on February 2, 2011 from Bombay Stock Exchange.

iii. Allotment of 2, 82,242 (nos) 12% Compulsorily Convertible Debentures (CCD- Series II) of Rs. 100/- each at par on preferential basis:

2,82,242 (nos) 12% Compulsorily Convertible Debentures, Series II of Rs. 100/- each at par were allotted by the Company on 20th December, 2010 pursuant to approval of the shareholders at the Extra Ordinary General Meeting of the Company held on December 10, 2010 and In-principal approval received from Bombay Stock Exchange on December 20, 2010.

iv. Allotment of 92,164 (nos) 8% Non Cumulative Compulsorily Convertible Preference Share, Series II of Rs. 100/- each at par on preferential basis:

92,164 (nos) 8% Non Cumulative Compulsorily Convertible Preference Share(Series II) of Rs. 100/- each at par were allotted on 7th February, 2011 by the Company pursuant to approval of the shareholders at the Extra Ordinary General Meeting of the Company held on January 29, 2011 and In-principal approval received from Bombay Stock Exchange February 7, 2011.

#### v. SUB-DIVISION OF EQUITY SHARES OF THE COMPANY:

In order to improve the liquidity of the Company's shares in the stock market and to make it affordable to small investors, the Company sub divided its issued, subscribed and fully paid-up equity share capital comprising of 14,39,420 Equity Shares of Rs. 10/- each into 1,43,94,200 Equity Shares of Rs.1/- each by subdividing 1(one) equity share of Rs. 10/- face value each fully paid up into 10(ten) equity shares of Re 1/- face value each fully paidup.

### 7) SUBSIDIARIES:

The Subsidiaries of the Company as on 31st March 2011 are as follows:

- a. Prism Informatics Europe AG, Europe
- b. Prism Informatics Schweiz Gmbh, Europe
- c. Prism Informatics Deutschland Gmbh, Europe
- d. Nexus Systems Resources Company Limited, Thailand
- e. Prism Informatics Inc., USA
- f. Prism Informatics Pte Limited, Singapore
- g. TLC Technologies Inc., USA
- h. Information Management Technologies Limited, Kingdom of Saudi Arabia

A statement containing brief financial details of the subsidiaries is included in the Annual Report. As required under the Listing Agreements with the Stock Exchanges, a Consolidated Financial Statement of the Company and all its subsidiaries is attached. The Consolidated Financial Statements have been prepared in accordance with the relevant Accounting Standards as prescribed under Section 211(3C) of the Companies Act, 1956 ("Act"). These financial statements disclose the assets, liabilities, income, expenses and other details of the Company, its subsidiaries and associate companies. The audited consolidated financial statements together with Auditors' Report form part of the Annual Report.

### 8) REPORT ON CORPORATE GOVERNANCE AND MANAGEMENT DISCUSSION AND ANALYSIS:

Report on Corporate Governance and Management Discussion and Analysis statements along with a Certificate of Compliance from Practicing Company Secretary are attached to this Report.

# **Directors Report**

### 9) DIRECTORS RESPONSIBILITY STATEMENT:-

Pursuant to the requirement of Section 217(2AA) of the Companies Act, 1956 ("Act"), and based on the representations received from the operating management, the Directors hereby confirm that:

- (I) in the preparation of the Annual Accounts for the year 2010-11, the applicable Accounting Standards have been followed and there are no material departures;
- (ii) they have selected such accounting policies and applied them consistently and made judgments and estimates that are reasonable and prudent so as to give a true and fair view of the state of affairs of the Company at the end of the financial year and of the profit of the Company for the financial year;
- (iii) they have taken proper and sufficient care to the best of their knowledge and ability for the maintenance of adequate accounting records in accordance with the provisions of the Companies Act, 1956. They confirm that there are adequate systems and controls for safeguarding the assets of the Company and for preventing and detecting fraud and other irregularities;
- (iv) they have prepared the Annual Accounts on a going concern basis.

#### 10) AUDITORS:

M/s E. A. Patil & Associates, Chartered Accountants who are the Statutory Auditors of the Company, hold office in accordance with the provisions of the Act upto the conclusion of the forthcoming Annual General Meeting and are eligible for re-appointment.

#### 11) AUDITORS REPORT:

The Board has duly examined the statutory auditors' report to accounts and clarifications wherever necessary, have been included in the Corporate Governance Report and Notes to Accounts section of the Annual Report.

As regards the comments under point no. (f) to the Auditor's Report regarding receivables balances of unbilled revenue amounting to Rs. 28,47,723, since the Company is engaged in Information Technology sector, revenue on ongoing projects is recognized on milestone basis as confirmed by Project Manager.

As regards the comments under point no.(4) of Annexure to the Auditor's Report regarding the internal control in respect of service income, we would like to inform that we are further strengthening our internal control system to ensure the compliance more stringently.

### 12) PUBLIC DEPOSITS:

The Company has not accepted any public deposits and as such, no amount on account of principal or interest on public deposits was outstanding as on the date of the Balance Sheet.

#### 13) PARTICULARS OF EMPLOYEES:

The Particulars of employees pursuant to provisions of Section 217(2A) of the Companies Act, 1956, read with the Companies (Particulars of Employees) Rules, 1975 is appended as an Annexure to this report.

# 14) PARTICULARS UNDER SECTION 212 OF THE COMPANIES ACT, 1956:

Pursuant to the provision of Section 212(8) of the Act, the Ministry of Corporate Affairs vide its circular dated February 8, 2011 has granted general exemption from attaching the Balance Sheet, Profit and Loss Account and other documents of the subsidiary companies with the Balance Sheet of the Company. A statement containing brief financial details of the Company's subsidiaries for the financial year ended March 31, 2011 is included in the Annual Report. The annual accounts of these subsidiaries and the related detailed information will be made available to any member of the Company/its subsidiaries seeking such information at any point of time and are also available for inspection by any member of the Company/its subsidiaries at the registered office of the Company. The annual accounts of the said subsidiaries will also be available for inspection, as above, at the head offices/registered offices of the respective subsidiary companies. The Company shall furnish a copy of details of annual accounts of subsidiaries to any member on demand.

# 15) CONSERVATION OF ENERGY, TECHNOLOGY ABSORPTION AND FOREIGN EXCHANGE EARNINGS AND OUTGO:

The particulars as prescribed under section 217(1)(e) of the Companies Act, 1956, read with the Companies (Disclosure of Particulars in the Report of Board of Directors) Rules, 1988, are set out in an Annexure to this Report.

#### 16) ACKNOWLEDGMENTS:

The Board of Directors place on record its appreciation of the continuous efforts put in by all the employees to consolidate and improve the operations of your Company during the year under review.

### 17) APPRECIATION:

Your Directors wish to convey their appreciation to all the Company's employees for their performance and continued support. The Directors would also like to thank all the shareholders, consultants, customers, vendors, bankers, service providers and governmental & statutory authorities for their continued support

For and on behalf of the Board

For **PRISM INFORMATICS LIMITED** 

Place: Navi Mumbai Alok Pathak Dr Nirmal Jain Date: 30th May, 2011 (Managing Director) (Director)

# Directors Report

### **Annexure "A" to Directors' Report**

Particulars pursuant to Companies (Disclosure of Particulars in the Report of the Board of Directors) Rules, 1988:

### Conservation of Energy & Technology Absorption:

The Company being in information technology sector, information in Part A and B pertaining to conservation of energy and technology absorption are not applicable to the Company. However, the Company requires energy for its operations and every endeavor has been made to ensure the optimal use of energy, avoid wastage and conserve energy as far as possible.

### Foreign Exchange Earnings & Outgo:

As on 31 March 2011 As on 31 March 2010

Foreign Exchange Earnings Rs. 84,520,508 Rs. 62,86,129

Foreign Exchange Outgo Rs. 82,769,519

# Annexure "B" to Directors' Report

Particulars of employees pursuant to provisions of Section 217(2A) of the Companies Act, 1956 read with the Companies (Particulars of Employees) Rules, 1975 and forming part of Directors Report for the Corporate Financial year 31st March, 2011.

# EMPLOYED THROGHOUT THE FINANCIAL YEAR AND IN RECEIPT OF REMUNERATION AGGREGATING RS. 24,00,000/- OR MORE PER ANNUM OR RS. 2,00,000 PER MONTH:

| Serial Number  | 1                            | 2                    |
|--|------------------------------|----------------------|
| Name and Age of Person                                     | Ramanan Balakrishnan         | Senthil Kumar        |
| Designation  | Vice President               | Vice President       |
| Remuneration (In Rs.)                                      | 2,25,000 per month           | 2,00,000 per month   |
| Nature of Employment                                       | Permanent                    | Permanent            |
| Qualification and experience                               | PGDBMM/BE, 14 years          | MBA – Finance-16 yrs |
| Date of Commencement of Employment                         | 1st February, 2010           | 1st April, 2010      |
| Age in Years   | 42                           | 37                   |
| Last Employment  | Finasys Consultants Pvt.Ltd. | Idhasoft Limited.    |
| % of Equity shares by the employee in the Company based on | NIL                          | NIL                  |
| the issued share capital                                   |                              |                      |
| Whether relative of any director or manager of the Company | No                           | No                   |

Statement under Section 212 (8) of the Companies Act, 1956 relating to Subsidiary Companies as on 31st March, 2011. ANNEXURE "C" to Directors Report

Kingdom of Saudi Arabia Singapore USA Thailand Switzerland Switzerland USA Germany Country Proposed Dividend Profit/(Loss) after tax (499, 129)10,175 397,736 1,410,607 (67,968)(272,671)Provision for taxation , 1,450,350 (499, 129)(9,873)10,175 1,848,086 1,410,607 Profit before taxation (67,968)(272,671) Investment Sales & other than service investment income in subsidiary (Turnover) 570,485 269,790 59,268,839 8,924,330 2,120,200 1,511,993 4,289,663 1 Total Liabilities 1,123,763 1,456,606 1,330,385 567,457 6,545,166 32,364,992 463,459 105,787 1,330,385 1,123,763 1,456,606 32,364,992 6,545,166 567,457 463,459 105,787 Total assets (4,406,561) 27,546 (116,413) 7,665 Reserves & Surplus (162,852)623 410,607 (490,309)7,50,000 22,000,000 561,487 1,100,000 20,000 32,180 310,816 1,000,000 Share Capital 49.13 45.29 1.49 12.02 35.88 49.13 49.13 45.29 Exchange Rate as at 31 March 2011 Reporting Currency THAI SGD USD OSD SAR SH SH CH Nexus System Resources Co. Ltd, Informatics Pte Limited, Schweiz GmbH Prism Informatics Inc. Name of subsidiary Company TLC Technologies Management Technologies Limited Informatics Deutschland GmbH Informatics Europe AG, Information Informatics Prism Prism Prism Prism ω 9 S.S

# Management Discussion and Analysis Report

### I. Industry Structure and Developments

Dynamic economic and business conditions are creating an increasingly competitive market environment that is driving businesses to transform their operations. Operational efficiency and monitoring business on various parameters – both internal and external, with detailed analysis - has assumed paramount importance.

Technology is no more a mere support to businesses, but has become a driving factor for and an integral part of the business. Technology now leads businesses from the front to facilitate strategy and decision making.

Globally, in all economies, the IT industry has assumed the role of helping all other sectors grow at a higher rate and thereby contributes significantly to the growth of the economy.

#### Focus areas of Prism:

#### Our Success Path

Our growth is powered by our consultative approach, customer – centric focus and our deep understanding of business and technology. Consistence performance has been the hallmark of our success. Our customer centric focus ensures that we are constantly reaching the frontiers to cater diverse business requirement of the global market.

#### The Road Ahead

Prism looks forward to creating and sustaining a niche amongst the global IT service providers. With a strong leadership and focused strategies, Prism has expanded across various geographies through strategic acquisitions, strong business alliances and understanding of customer base and customer requirements. We will continue to deliver the same value to our customers and stakeholders.

#### **Business Offerings:**

Prism has tailored its offerings to suit the business needs of our customers in today's challenging business environment. We are very focused on understanding needs of different sectors and in providing our customers, business solutions at effective cost and in reduced implementation time. Our team of highly experienced domain experts ensures that each solution is aligned to customer specific needs thereby helping our customers create an agile and efficient organization to maximize opportunities. Our methodologies take us through several processes which allow us to fully understand the environment and business requirements of our customers. We utilize the information gathered to build solutions and implementation strategies to optimize IT investments of our clients. Our multi – location strategy, supported by an onshore – offshore model, helps us service our clients very effectively.

### ii. Opportunities and Threats:

The still recovering economies of USA and Europe provide excellent merger and acquisition opportunities, as companies are very open to aligning with other firms by way of M&A. Our successful M&A process and integration strategies strengthen our ability to successfully expand in geographies in an integrated manner.

The focus on cost and operational efficiencies, by corporations in all sectors in the recovering economies, makes for a potential client base which is looking to be serviced efficiently and within very economical costs. Our customer centric solutions, geographical presence and very able offshore development practices allow us to provide best of services as per customer budget.

However, the dependency on offshore model can affect IT firms, as the shift in the lowest cost development centre – such as the shift to Philippines from India – can cause dependent corporations find their cost leadership affected.

This overall scenario provides an excellent opportunity to explore the onshore offshore model practiced by Prism. Presence across various geographies allow for direct interaction with clients and an onshore – offshore model facilitates supplying services on site and/or remotely, based on project demand and access needs. Direct communication with the client through onsite team, allows both onsite and offshore teams to reduce implementation time and deliver on time and per budget.

#### Prism Growth Strategy - Striking the Right Balance:

At Prism, we are growing organically and with the help of well executed strategic acquisitions. Strategic acquisitions also involve targeting new geographies and markets, alongside focusing on our established client base and their needs.

Our ability to work in an integrated manner even in diverse geographies and through different business practices is due to the focused leadership at the top and the entrepreneurial orientation of our employees. While our business practices are strongly supported by important alliances, we are looking at IPR development in future to create defensible verticals and practices.

We continue to manage overall operating risks on a consistent basis, strengthening our position as a leading localized global business for consulting and technology services. Our strategy and approach is to:

- Increase business from our existing customers by offering complete end-to end holistic solutions. We provide high-end consulting, BPM, Technology and Infrastructure support, which are short, medium and long-term in nature.
- · Provide solutions organically.
- Continuously invest in our people to ensure their vertical /horizontal /PMO and documentation skills are world-class.

# Management Discussion and Analysis Report

#### **Growth Strategy:**

- · Organic Growth & Investment
- · Strategic Alliances
- Strategic Acquisitions
- New Geographies & Vertical
- Entrepreneurial Orientation
- · IPR Development
- · Strengthening Foothold
- Focused Leadership

# iii. Industry Outlook 2011

According to the latest outlook by Gartner Inc, worldwide IT spending is forecast to total \$3.6 trillion in 2011, a 5.1 percent increase from 2010. In 2010, worldwide IT spending totaled \$3.4 trillion, up 5.4 percent from 2009 levels. The regions with the highest growth rates this year will be Eastern Europe, Middle East Asia, Africa (considered one area), and Latin America. Spending is expected to rise by 9.8% in each region. Asia Pacific will have a growth rate of 8.5% and the U.S. 7.5%, Forrester predicted. The lowest growth rate will be Western and Central Europe, 4%, followed by Canada, 4.9%. All growth is calculated in U.S. dollars. Expecting this trend, Prism has invested interest in developing the CIVETS region. CIVETS (Columbia, Indonesia, Vietnam, Egypt, Turkey & South Africa) is the new group of countries with high growth rates apart from the BRIC Nations. The CIVETS region will provide ample expansion opportunities. In these countries the markets are more agile, wherein a lot of companies are looking at ERP solutions to meet their strategic goals. They are using different or lower end ERPs which have inherent deficiencies & cannot be powerful enough to meet the dynamics of their expansion. Prism has extended its reach in identifying these agile markets and is looking for better solutions, while ascertaining the complexity of their operations. We are committed to expanding reach not only by our strategy of inorganic growth, but by also partnering with industry majors. Our partnerships with key business aides like SAP, Oracle, Microsoft, IBM has been in light.

Our gold certification with such key partners like SAP and Oracle, added to our demonstration of proto-type solutions helps address complexity and localization among many issues. These factors help us expand our footprint geographically across all borders. Though technology plays such a pivotal role in everyday business and decision making, companies consider it cost addition. On the Industry front, many clients expect their partners to be more than ERP vendors. They no longer expect the ERP vendor to act as a franchisee, but act as a strong partner. They expect partners to showcase deep domain knowledge and focus on the business instead of providing IT on a platter.

This acts as an opportunity for us, not only to map the clients in specific industries where we have an upper hand, but also to improve our solution level expertise across diverse industries ranging from the busy BFSI markets to the niche segments like mobile application development.

Technology plays crucial role in rationalization and process improvement in every industry. Therefore, financial planning for a Company should essentially include strategic planning on the technology aspects.

Globally, 2009-2010 saw a huge stagnation in economy. Advanced countries are slowly coming out of the tight monetary and fiscal challenges, and we are hopeful that the next two years would bring in new business opportunities in the ITES segment.

# iv. Risks and concerns

"To sustain and grow in global market means tussle with the uncertainty and more the uncertainty, higher the risk."

The growth of IT sector is tightly linked with economy. The recovery in all major economies brightens up the outlook. Also with the recovery, there is a strong need across sectors, to operate in a lean manner and with highest efficiency. Thus, the IT industry is poised well for growth in the coming times.

However the IT budgets/technology related spending by corporations is very limited. This necessitates customized selling to clients – wherein the implementation times and the risks related to delivery are reduced. On time, on budget delivery is an essential demand by clients which assumes paramount importance.

Continuous diversification in terms of geographies, verticals and service lines will determine growth of IT firms in this economy.

Our observation of global markets has led us to believe that the Middle Eastern and Asia-Pacific markets are expected to further open up, and there is a huge scope for a geographic expansion across these markets. Two reasons to support this fact are, firstly that the Western markets have matured and the requirements have become more specific. Secondly, profit margins in the Western markets are decreasing.

Prism stands at a pivotal point and has reached across Europe, South East Asia, Middle East, Indian sub-continent, and US. Our models of inorganic and organic growth, onshore – offshore delivery, customized solutions and geographic diversification have aided us to tap the opportunities presented by this industry and mitigate the risks effectively.

The number of deals signed by Prism as of 2010-2011 is a clear indication that things are changing for the better. The following years 2011 and 2012 would see things substantially improve with the demand for ITES services on an upswing. Prism is optimistic about the business prospects in USA, Europe, Middle East and the Asia Pacific regions and is geared to meet the challenges that such prospects bring. Our company definitely has a positive outlook for the years to come and our stakeholders can certainly look forward to moving from strength to strength.

# Management Discussion and Analysis Report

### v. Internal control systems and their adequacy:-

The Company has in place adequate systems of internal control commensurate with its size and the nature of its operations. These have been designed to provide reasonable assurance with regard to recording and providing reliable financial and operational information, complying with applicable statutes, safeguarding assets from unauthorized use or losses, executing transactions with proper authorization and ensuring compliance of corporate policies including Code of Conduct.

Internal audit is conducted at regular intervals. An Audit Committee consisting of Two Independent directors is in place. The Audit Committee deliberates and advises the management on improvements/compliance.

# vi. Discussion on financial performance with respect to operational performance:-

The Company was taken over by new management in November 2009. Financial year 2010-11 results are better than previous year's results. Three Interim dividends for FY 2010-11 were declared by the Company and Directors have recommended final divided for approval of Shareholders this AGM.

#### Segmental information (Standalone) Business segments (As at March 31, 2011 and for the year then ended)

| Particulars          | Software Consultancy Services | Software License Sale | Total       |
|----------------------|-------------------------------|-----------------------|-------------|
| Total Income         | 139,270,770                   | 14,971,754            | 154,242,524 |
| Accounts Receivables | 76,682,100                    | -                     | 76,682,100  |
| Unbilled Revenue     | 2,847,723                     | -                     | 2,847,723   |

#### Geographic segments (Standalone) (As at March 31, 2011 and for the year then ended)

| Particulars          | India      | Rest of World | Total       |
|----------------------|------------|---------------|-------------|
| Total Income         | 68,538,016 | 84,520,508    | 153,058,524 |
| Accounts Receivables | 23,933,682 | 51,408,917    | 75,342,600  |
| Unbilled Revenue     | 294,395    | 2,708,828     | 3,003,223   |

### segmental information (Consolidated) As at March 31, 2011 and for the year then ended

| Particulars      | India       | USA         | Europe       | South East Asia |
|------------------|-------------|-------------|--------------|-----------------|
| Segment Revenue  | 168,679,299 | 192,291,013 | 142,689,903  | 216,911,170     |
| Segment Results  | 51,913,095  | 216,948     | (22,943,463) | 12,240,258      |
| Capital Employed | 241,803,433 | 26,632,362  | 4,431,648    | 50,053,695      |

# vii. Material developments in Human Resources / Industrial Relations front, including number of people employed.

Prism Informatics gives utmost importance to its Human Resource Function. The Company has firm believe that its people are its biggest enablers. It has employed 119 talented and motivated employees as on March 31, 2011. The Company continues to invest in high quality Human resource and has been successful in building a performance oriented culture with high levels of engagement and empowerment in an environment of teamwork.

The Company has designed compensation package to attract and retain top quality talent. Our professionals receive competitive salaries and are eligible to participate in performance linked Bonus program that motivates higher level of performance. We firmly believe that organizational performance is, in essence, the performance of its Human Resources. We emphasizes on high quality talent development by providing training to fresh graduates and implementing mentoring scheme.

# viii. Cautionary Statements:

Any Statement made in this analysis relating to Company's objectives, expectations, estimates, projections etc may be considered as "forward looking statements" within the meaning of applicable securities laws and regulations. Actual results may differ from such estimates, projections etc whether expressed or implied. Factors which could make a significant difference to the Company's operations include climatic conditions, market price in the domestic and overseas markets, changes in Government regulations and tax laws, economic conditions affecting demand/supply and other environmental factors over which the Company does not have any control.

Pursuant to Clause 49 of the Listing Agreement, a report on Corporate Governance is given below:

#### 1) Company's philosophy on Code of Governance:

The Company believes in and practices good corporate governance. The Corporate Governance philosophy of the Company is founded upon transparency, accountability, values and ethics and is an integral part of the management in its pursuit for excellence, growth and value creation. The written code of conduct which has been adopted by the Company serves as a guide on the standards of value, ethics and business principles to be followed by the Company in running its affairs and lays down practices for prevention of Insider Trading and Whistle Blower Policy. The Corporate governance framework of your Company is based on an effective independent Board, separation of the Board's supervisory role from the executive management team and constitution of Board Committees, as required under law. The operations of the Company are managed under the directions of the Board within the framework set by the Companies Act, 1956, the Listing Agreement with the stock exchange and the Articles of Association of the Company.

Simultaneously, in keeping with best practices, your Company seeks to execute the practices of Corporate Governance by maintaining strong business fundamentals and by delivering high performance through relentless focus. Your Company is open, accessible and consistent with its communication. Thus, overall Corporate Governance norms have been institutionalized as an enabling and facilitating business process at the Board, Management and at all operational levels. The Company complies with the requirements as laid down in Clause 49 of the Listing Agreement.

#### 2) Board of Directors

The basic responsibility of the Board is to provide effective governance over the Company's affairs. The Company's business is conducted by its employees under the overall supervision of Managing Director, who is assisted by a council of senior managerial personnel heading different functions. The Board of Directors consists of professionals drawn from diverse fields and bring a wide range of skills and experience to the Board. The Non-Executive Directors including the Independent Directors bring external, wider perception and independence in the decision making.

#### (A) Board Composition and Category:

The Board of Directors of the Company comprises of five Directors, one Managing Director, two non executive Directors and two independent Directors. Composition of the Board and category of Directors are as follows:

| Chairman & Independent Director      | Dr. Nirmal Jain     |
|--------------------------------------|---------------------|
| Vice Chairman & Independent Director | Dr. Ajay Sharma     |
| Executive & Managing Director        | Mr. Alok Pathak     |
| Non-Executive Director               | Mr. Mohan Natarajan |
| Non-Executive Director               | Mr. Christof Anderi |

The Composition of the Board of Directors meets the requirements of Clause 49(I)(A) of the Listing Agreement.

None of the Directors on the Board is a member of more than ten Committees and Chairman of more than five Committees (as specified in Clause 49) across all Companies in which they are Directors.

### (B) Board Meetings, Board Committee Meetings and Procedures

The Board meets at regular intervals with an annual calendar and formal schedule of matters specifically reserved for its consideration to ensure that the matters in relation to Strategy, Operations, Finance and Compliances are reviewed and monitored regularly. The calendar of meetings is communicated to the Directors to enable maximum participation. The Board is regularly apprised of the performance of the Company in meetings and is provided with necessary information on the business, compliance and quarterly financials to ensure effective discharge of responsibilities. The Directors of the Company, through their participation in Board Meetings either in person or through technology enabled conferences, provide inputs to management from their relevant fields of knowledge and expertise, viz. Information Technology, Business Process Outsourcing, Finance and Accounting Marketing.

The important decisions taken at the meetings are promptly communicated to the respective functionaries for their action. Further, the action items arising out of the decisions of the Board are followed up with the management and reviewed by the Directors at the succeeding meeting.

#### (a) Scheduling and selection of Agenda Items for Board Meetings

- i) Minimum four Board Meetings are held every year, which are pre-scheduled. Apart from the above, additional Board Meetings are convened by giving appropriate notice to address the specific needs of the Company. In case of business exigencies or urgency of matters, resolutions are passed by circulation.
- ii) All departments of the Company are encouraged to plan their functions well in advance, particularly with regard to matters requiring discussion / approval / decision at the Board / Committee meetings. All such matters are communicated to the Company Secretary in advance so that the same could be included in the Agenda for the Board / Committee Meetings.
- (iii) The Board is given presentations / briefed on areas covering operations of the Company, business environment, business opportunities, business strategy and risk management practices before taking on record the quarterly / annual financial results of the Company.

The information required to be placed before the Board includes:

- · General notices of interest of Directors.
- · Appointment and resignation of Directors.
- · Formation/Reconstitution of Board Committees.
- · Terms of reference of Board Committees.
- Minutes of meetings of Audit Committee.
- Declaration of independent directors at the time of appointment / annually.
- · Annual operating plans of businesses, capital budgets and any updates.
- · Quarterly results for the Company and its operating divisions or business segments.
- · Dividend declaration.
- · Quarterly summary of all long-term borrowings made.
- · Bank guarantees issued, loans and investments made.
- Significant changes in accounting policies and internal controls.
- · Sale of material nature, of investments, subsidiaries, assets, which is not in normal course of business
- Statement of significant transactions and arrangements entered by subsidiary Companies.
- · Proposals for investment, mergers and acquisitions.
- · Details of any joint venture, acquisitions of Companies or collaboration agreement
- Status of business risk exposures, its management and related action plans.
- · Making of loans and investment of surplus funds.
- Non-compliance of any regulatory, statutory or listing requirements and shareholders service such as non-payment of dividend, delay in share transfer (if any), etc.
- Show cause, demand, prosecution notices and penalty notices which are materially important.
- Fatal or serious accidents, dangerous occurrences, any material effluent or pollution problems.
- · Any material default in financial obligations to and by the Company, or substantial nonpayment for services rendered by the Company.
- Any issue, which involves possible public or product liability claims of substantial nature, including any judgment or order, which may
  have passed strictures on the conduct of the Company or taken an adverse view regarding another enterprise that can have negative
  implications on the Company.
- · Any significant development in Human Resources front like implementation of Voluntary Retirement Scheme etc.
- Transactions that involve substantial payment towards goodwill, brand equity or intellectual property.
- Brief on statutory developments, changes in Government policies etc. with impact thereof, Directors' responsibilities arising out of any such developments.
- (iv) The Managing Director and the Company Secretary in consultation with other concerned members of the senior management finalise the agenda for the Board meetings.

# (b) Board material distributed in advance

Agenda and Notes on Agenda are circulated to the Directors, in advance, in the defined Agenda format. All material information is incorporated in the Agenda for facilitating meaningful and focused discussions at the meeting. Where it is not practicable to attach any document to the Agenda, the same is tabled before the meeting with specific reference to this effect in the Agenda. In special and exceptional circumstances, additional or supplementary item(s) on the Agenda are permitted.

### (c) Recording Minutes of proceedings at Board and Committee meetings

The Company Secretary records the minutes of the proceedings of each Board and Committee meeting. Draft minutes are circulated to all the members of the Board / Committee for their comments.

#### (d) Post Meeting Follow-up Mechanism

The important decisions taken at the Board / Committee meetings are communicated to the departments / divisions concerned promptly.

# (e) Compliance

The Company Secretary while preparing the Agenda, Notes on Agenda, Minutes etc. of the meeting(s), is responsible for and ensures adherence to all the applicable laws and regulations including the Companies Act, 1956 read with the Rules issued there under and the Secretarial Standards recommended by the Institute of Company Secretaries of India.

# (C) Board Meetings held during the year, attendance of Directors and particulars of the Directorships, committee memberships/chairmanship and last AGM:

During the year ended 2010-2011, Seventeen Board meetings were convened and held on 9th April, 2010, 27th April, 2010, 7th May, 2010, 19th May, 2010, 31st May, 2010, 25th June, 2010, 16th July, 2010, 10th August, 2010, 1st September, 2010, 27th September, 2010, 5th October, 2010, 26th October, 2010, 8th November, 2010, 20th December, 2010, 5th January, 2011, 7th February, 2011 and 14th February, 2011.

The details of the attendance at the meetings of the Board and at the last AGM together with the particulars of the other Directorships, committee memberships/chairmanships, of the Directors are given below:

| Name of Directors  | Attendance of Directors in meetings held during 2010-2011 (out of 17 meetings) |             | No of other<br>directorships<br>(excluding Prism) | No. of Membership(s)/<br>Chairmanship(s) of<br>Board Committees<br>in Other Companies<br>(excluding Prism) |
|--------------------|--|-------------|---|--|
|                    | Board<br>Meeting   | Last<br>AGM |   |  |
| Mr. Alok Pathak    | 16   | Yes         | 1   | Nil  |
| Dr. Nirmal Jain    | 15   | No          | 1   | Nil  |
| Dr. Ajay Sharma    | 13   | Yes         | Nil   | Nil  |
| Mr.Mohan Natarajan | 8  | Yes         | 3   | Nil  |
| Mr Christof Anderi | Nil  | N.A         | Nil   | Nil  |

#### N.A-Not Applicable

#### Notes:

- 1 The Directorships held by Directors as mentioned above, do not include Alternate Directorships and Directorships in Foreign Companies, Companies Registered under Section 25 of the Companies Act, 1956.
- 2 Memberships / Chairmanships of the Audit Committees and Shareholders' / Investors' Grievance Committees in all Public Limited Companies have been considered.
- 3. On 1st September, 2010, Mr. Mohan Natarajan was appointed as additional Director of the Company and in the last annual General meeting he has appointed as Director of the Company.
- 4. On 1st June, 2011, Mr. Christof Anderi was appointed as additional Director of the Company.

# 3) Committees:

# A) Audit Committee

**Composition:** The Audit Committee of the Board comprises of Dr. Nirmal Jain, Dr. Ajay Sharma and Mr. Alok Pathak. Dr. Nirmal Jain is Independent Non executive Director and Chairman of Audit Committee, Dr. Ajay Sharma is Independent Non executive Director, and Mr. Alok Pathak is Executive & Managing Director. All the members are eminent professionals and draw upon their experiences and expertise across a wide spectrum of functional areas.

**Objective:** The Audit Committee of the Company, inter alia, provides assurances to the Board on the adequacy of the internal control systems, financial disclosures and ensures that generally accepted accounting principles are observed by the Company. The Committee's purpose is to oversee the accounting and financial reporting process of the Company, the audits of the Company's financial statements, the appointment, independence, performance and remuneration of the statutory auditors, the performance of internal auditors and the Company's risk management policies. The terms of reference of the audit committee are in conformity with the requirements of Clause 49 of the Listing Agreement.

**Terms of Reference:** The terms of reference / powers of the Audit Committee are as under:-

#### a) Powers of the Audit Committee:

- 1. To investigate any activity within its terms of reference.
- 2. To seek information from any employee.
- 3. To obtain outside legal or other professional advice
- 4. To secure attendance of outsiders with relevant expertise, if it considers necessary.

#### b) The role of the Audit Committee includes:

- Oversight of the Company's financial reporting process and the disclosure of its financial information to ensure that the financial statements are correct, sufficient and credible.
- 2. Recommending to the Board, the appointment, reappointment and, if required, the replacement or removal of Statutory Auditors and fixation of audit fees.
- 3. Approval of payment to Statutory Auditors for any other services rendered by the Statutory Auditors.
- 4. Reviewing with the management, the annual financial statements before submission to the Board for approval, with particular reference to:
- Matters required to be included in the Directors' Responsibility Statement to be included in the Directors' Report in terms of sub-section (2AA) of Section 217 of the Companies Act, 1956.
- · Changes, if any, in accounting policies and practices and reasons for the same.
- · Major accounting entries involving estimates based on the exercise of judgment by the management.
- · Significant adjustments made in the financial statements arising out of audit findings.
- Compliance with listing and other legal requirements relating to financial statements.
- · Disclosure of related party transactions
- · Qualifications in draft audit report
- 5. Reviewing with the management, the quarterly financial statements before submission to the Board for approval.
- 6. Reviewing with the management, the performance of Statutory Auditors & adequacy of internal control systems.
- 7. Reviewing the adequacy of internal audit function, if any, including the structure of the internal audit department, staffing and seniority of the official. Heading the department, reporting structure, coverage and frequency of internal audit.
- 8. Discussion with Internal Auditors any significant findings and follow up thereon.
- 9. Reviewing the findings of any internal investigations by the Internal Auditors into matters where there is suspected fraud or irregularity or a failure of internal control systems of a material nature and reporting the matter to the Board.
- 10. Discussion with Statutory Auditors before the audit commences, about the nature and scope of audit as well as post audit discussion to ascertain any area of concern.
- 11. To look into the reasons for substantial defaults, if any, in the payment to the depositors, debenture holders, shareholders (in case of nonpayment of declared dividends) and creditors.
- 12. To review the functioning of the Whistle Blower Mechanism.
- 13. Carrying out such other functions as may be specifically referred to the Committee by the Board of Directors and / or other Committees of Directors.
- 14. To review the following information:
- The management discussion and analysis of financial condition and results of operations;
- · Statement of significant related party transactions (as defined by the Audit Committee), submitted by management;
- Management letters / letters of internal control weaknesses issued by the Statutory Auditors;
- · Internal audit reports relating to internal control weaknesses; and
- The appointment, removal and terms of remuneration of Internal Auditors.
- 15. Reviewing the financial statements and in particular the investments made by the unlisted subsidiaries of Company.
- 16. Review of uses / application of funds raised through an issue (public issue, rights issue, preferential issue, etc).

**Meetings:** During the financial year 2010-2011, five meetings of audit committee were held. The dates on which the said meetings were held are as follows: 7th May, 2010, 31st May, 2010, 16th July, 2010, 26th October, 2010 and 14th February, 2011.

The composition of the Committee and the attendance of the members at each of the meetings held during the financial year 2010-2011 are given below:

| Name of the Committee Member | No. of meetings held | No. of meeting attended |
|------------------------------|----------------------|-------------------------|
| Dr. Nirmal Jain              | 5                    | 5                       |
| Dr. Ajay Sharma              | 5                    | 4                       |
| Mr. Alok Pathak              | 5                    | 5                       |

Executives of Accounts Department, Finance Department, Secretarial Department and Representatives of the Statutory and Internal Auditors attend the Audit Committee Meetings.

#### B) Remuneration of Directors:

Setting up of a Remuneration Committee constitutes a non-mandatory provision of clause 49 as same is given in Annexure I D. So the Company has not yet formed Remuneration Committee. Further, no remuneration is paid to any Directors of the Company. Dr. Ajay Sharma and Dr. Nirmal Jain, Independent Non Executive Directors of the Company do not hold any Shares or convertible instruments of the Company.

#### C) Investors'/ Shareholders Grievance Committee:

**Composition:** Investors'/ Shareholders Grievance Committee comprise of 3 Directors, Dr. Ajay Sharma is Independent Non Executive Director and Chairman, Dr. Nirmal Jain is Independent Non Executive Director and Mr. Alok Pathak, Executive & Managing Director.

**Terms of Reference:** The Committee looks into redressal of shareholders'/ investors' complaints related to transfer of shares, non-receipt of Balance Sheet, non-receipt of declared dividend, etc. The Board has delegated the power of approving transfer of securities to the Managing Director and / or the Company Secretary.

Ms. Swapna Sawant, Company Secretary, is Compliance Officer for complying with the requirements of SEBI Regulations and the Listing Agreements with the Stock Exchanges in India for the year ended 31 March 2011.

No complaints were received by the Company/Registrar and Transfer Agent of the Company for financial year 2010-11 and hence no meeting of Investors'/ Shareholders Grievance Committee was held.

| Complaints outstanding as on April 1, 2010               | Nil |
|--|-----|
| Complaints received during the year ended March 31, 2011 | Nil |
| Complaints resolved during the year ended March 31, 2011 | Nil |

### 4) General Body meetings:

#### A) Annual General meeting:

# a) Date, time and location of the last three Annual General Meeting (AGM):

| Year    | Day, Date and Time                             | Venue  |
|---------|--|--|
| 2007-08 | 10th September, 2008 on Wednesday at 11.00 am. | 513, 5th Floor, Tulsiani Chambers, Free Press Journal<br>Marg, Nariman Point, Mumbai 400 021.  |
| 2008-09 | 30th September 2009 on Wednesday at 11am.      | 513, 5th Floor, Tulsiani Chambers, Free Press Journal<br>Marg, Nariman Point, Mumbai – 400021. |
| 2009-10 | 30th September 2010 on Wednesday at 3 pm.      | Four Points Hotel, Near Vashi Railway Station, Vashi, Navi-<br>Mumbai 400 705.                 |

### b) Special resolutions passed during previous three AGMs:

| Year    | Special Resolutions passed  |
|---------|---|
| 2007-08 | No Special resolution was passed  |
| 2008-09 | 1) Increase in Borrowing Limits to the extent of Rs. 40 Crores as per the provisions of Section 293 (1) (d) of the Companies Act 1956.          |
|         | 2) Increase in Investment Limits as per the provisions of Section 372 A of the Companies Act, 1956. up to 400% of the net worth of the Company. |
| 2009-10 | No Special resolution was passed.   |

### c) Resolutions passed through Postal Ballot:

- i) Whether any special resolution passed last year through postal ballot-YES.
  - Variation of rights of equity shareholders and debenture holders for pre-ponement of Conversion date of 10% Convertible Debentures (CCDs-Series I) and the corresponding Relevant Date.
  - Details of Voting pattern: The special resolution was passed with a majority of 100% of equity shareholders and debenture voted under the postal ballot being in favor.
- ii) Person who conducted the postal ballot exercise- M/s Makarand M Joshi & Company had been appointed as scrutinizer for the postal ballots, who submitted his report to the Managing Director, Mr. Alok Pathak.
- ii) Whether any special resolution is proposed to be conducted through postal ballot- YES
  The following postal ballot is dispatched to all equity shareholders and debentures holders on 15th June, 2011 for their consideration.
  Variation of rights of equity shareholders and debenture holders for pre-ponement of Conversion date of 12% Convertible Debentures
  (CCDs-Series II) and the corresponding Relevant Date.
- iv) Procedure adopted by the Company during Postal Ballot:
  - The Board at its meetings or through circular resolution approves the items to be passed through postal ballot and authorizes Managing Director and the Company Secretary to be responsible for the entire process of postal ballot.
  - A professional such as a Chartered Accountant/Company Secretary, who is not in employment of the Company, is appointed as the Scrutinizer for the poll process.
  - The Postal Ballots along with the Notice & explanatory statement along with a self addressed envelope was posted to all the shareholders of the Company. The entire postal ballot process was carried out pursuant to Section 192A of the Companies (Passing of resolution by Postal Ballot) Rules, 2001.
  - An advertisement is published in one Hindi and one Marathi daily newspaper about the dispatch of ballot papers and notice of postal ballot.
  - The duly completed postal ballot papers are received by the Scrutinizer's.
  - · Scrutinizer gives his report to the Chairman.
  - The Chairman announces the results of the postal ballot.
- · Results are intimated to the Stock Exchange.

#### 5) Disclosures:

- a) Disclosures on materially significant related party transactions that may have potential conflict with the interests of company at large: In terms of Accounting Standard 18, details of transactions with related parties have been reported in the notes on accounts. There were no materially significant transactions that had conflict with the interest of the Company at large.
- b) Details of non-compliance by the company, penalties, strictures imposed on the company by Stock Exchange or SEBI or any statutory authority, on any matter related to capital markets, during the last three years: Before change in management, the Company had filed consent application for delay in filing the statutory returns with the Stock exchanges as prescribed under Regulation 8(3) of the SEBI (Substantial Acquisition of Shares and Takeovers) Regulations, 1997 for year 2006 and 2007. SEBI after considering that there was no major change in shareholding pattern, passed settlement order on payment of Rs 2,00,000/- on 20th April, 2010. There were no other such instances of non-compliance in the last three years.
- c) Whistle Blower Policy: The Company promotes ethical behaviour in all its business activities and has put in place a mechanism of reporting illegal or unethical behaviour. The Company has a whistle blower policy wherein the employees are free to report violations of laws, rules, regulations or unethical conduct to their immediate supervisor or such other person as may be notified by the management to the workgroups. Such reports received are reviewed by the Corporate Governance and Stakeholders Interface Committee. The confidentiality of those reporting violations is maintained and they are not subjected to any discriminatory practice.
- d) The Company has fulfilled the following non-mandatory requirements as prescribed in Annexure I D to the Clause 49 of the Listing Agreements with the Stock Exchanges:-
  - A communication on the financial performance of the Company including a summary of the significant events was sent to every Member.
  - ii) The Company has adopted a Whistle Blower Policy and has established the necessary mechanism for employees to report concerns about unethical behaviour. No employee has been denied access to the Audit Committee.

# 6) Means of Communication:

- a) Quarterly Results: Quarterly Results are published in 'Free Press Journal' and / 'Navshakti' and are displayed on the Company's website www prisminfo com
- b) **News Releases, Presentations, etc:** Official news releases, detailed presentations made to media, analysts, institutional investors, etc. are displayed on the Company's website www.prisminfo.com.
- c) **Website:** The Company's website www.prisminfo.com contains a separate dedicated section 'Investors' where shareholders information is available. The Annual Report of the Company is also available on the website in a user-friendly and downloadable form.

The Company has made no presentation to any Institutional Investors/Analysts during the year.

d) **Annual Report:** Annual Report containing, inter alia, Audited Annual Accounts, Consolidated Financial Statements, Directors' Report, Auditors' Report and other important information is circulated to members and others entitled thereto. The Management Discussion and Analysis (MD&A) Report forms part of the Annual Report and is displayed on the Company's website www.prisminfo.com.

### 7) General Shareholders Information:

#### i) Company Registration Details:

The Company is registered in the State of Maharashtra, India. The Corporate Identity Number (CIN) allotted to the Company by the Ministry of Corporate Affairs (MCA) is L67120MH1983PLC029483.

#### ii) Date, time and venue of the Annual General Meeting:

Date: August 12, 2011 Time: 11.00 A.M.

 $Place: Four Points \ Hotel, Behind \ BSEL \ Tech \ Park, Near \ Vashi \ Railway \ Station, Vashi, Navi \ Mumbai-400705$ 

### iii) Financial Year: April 1, 2010 to March 31, 2011

# iv) Results for the quarter ending:

June 30, 2010
 September 30, 2010
 December 31, 2010
 14th February, 2011

March 31, 2011 - 30th May, 2011 (Audited Financials)

Annual General Meeting - 12th August, 2011

#### v) Date of Book Closure:

The share transfer book of the Company will be closed from 6th August, 2011 to 12th August, 2011 (Both Days Inclusive).

#### vi) Dividend Payment Date:

Within 30 days from the date of the AGM i.e on or before 11th September, 2011.

#### vii) Listing on Stock Exchange:

Bombay Stock Exchange, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai 400 001,

Tel 022-22721233/34 Fax: 022-22723121. Stock Code: 505530.

The Annual listing fees have been paid and there is no outstanding amount as on date.

Demat ISIN Number for NSDL and CDSL: INE389J01028

#### viii) Dematerialization of Equity Shares:

The Equity Shares of the company are admitted in the following depositories of the Country under the International Securities Identification Number (ISIN) INE389J01028.

| Name of Depository                          | Address   |
|---|---|
| National Securities Depository Limited      | 4th & 5th Floors, A Wing, Trade World, Kamala Mills Compound, Senapathi Bapat Marg Lower Parel, Mumbai - 13 |
| Central Depository Services (India) Limited | Phiroze Jeejeebhoy Towers, 16th Floor, Dalal Street, Mumbai - 400 001                                       |

The Company has paid the custodial charges to the respective depository participant for the year ending 31 March 2011.

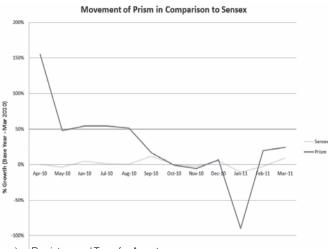
#### ix) Market Price Data:\*

a) The month wise high and low prices and the volume of shares of the Company traded for the period 01 April, 2010 to 31 March, 2011 on the Bombay Stock Exchange (BSE) are given below:

| Mandle | Open   | High   | Low    | Close  | No. of   | No. of | Total Turnover (Rs.)   | Sprea  | Spread (Rs.) |  |
|--------|--------|--------|--------|--------|----------|--------|------------------------|--------|--------------|--|
| Month  | Price  | Price  | Price  | Price  | Shares   | Trades | iotai iuiliovei (iis.) | H-L    | C-O          |  |
| Apr 10 | 30.90  | 75.15  | 30.90  | 75.15  | 20       | 20     | 1,004                  | 44.25  | 44.25        |  |
| May 10 | 76.65  | 111.10 | 76.65  | 111.10 | 21       | 21     | 1,936                  | 34.45  | 34.45        |  |
| Jun 10 | 113.30 | 171.35 | 113.30 | 171.35 | 113      | 28     | 17,126                 | 58.05  | 58.05        |  |
| Jul 10 | 174.75 | 264.20 | 174.75 | 264.20 | 209      | 25     | 46,198                 | 89.45  | 89.45        |  |
| Aug 10 | 269.45 | 399.30 | 269.45 | 399.30 | 1,634    | 56     | 6,11,325               | 129.85 | 129.85       |  |
| Sep 10 | 407.25 | 479.40 | 407.25 | 466.00 | 56,444   | 323    | 2,51,93,857            | 72.15  | 58.75        |  |
| Oct 10 | 469.00 | 481.95 | 445.00 | 461.50 | 76,625   | 175    | 3,54,18,306            | 36.95  | -7.50        |  |
| Nov 10 | 470.00 | 479.00 | 437.05 | 437.05 | 21,058   | 62     | 98,16,635              | 41.95  | -32.95       |  |
| Dec 10 | 445.00 | 465.00 | 445.00 | 465.00 | 4,326    | 69     | 19,62,913              | 20.00  | 20.00        |  |
| Jan 11 | 472.00 | 476.00 | 45.35  | 46.85  | 5,18,429 | 199    | 2,50,30,972            | 430.65 | -425.15      |  |
| Feb 11 | 47.45  | 55.95  | 45.25  | 55.95  | 5,08,899 | 232    | 2,37,36,628            | 10.70  | 8.50         |  |
| Mar 11 | 57.05  | 69.70  | 55.25  | 69.55  | 78,051   | 245    | 49,99,114              | 14.45  | 12.50        |  |

<sup>\*</sup>Source: Website of Bombay Stock Exchange.

b) Performance in comparison to broad-based indices such as BSE Sensex etc:



c) Registrar and Transfer Agents:

Sharex Dynamic India Pvt Ltd,

Unit 1, Luthra Industrial Premises, Safed Pool,

Andheri Kurla Road, Andheri (East), Mumbai-4000072.

Tel-28515644

Fax- 28512885

E-mail-info@sharexindia.com; investor@sharexindia.com

# d) Share Transfer System:

The Managing Director and / or Company Secretary have been empowered by the Board for approving transfer/ transmissions of shares. The Company's Registrar Sharex Dynamic (India) Private Limited have adequate infrastructure to process the share transfer applications received within 30 days from the date of Lodgment of Transfer subject to the transfer instrument being valid and complete in all respects.

#### x) Distribution of shareholding as on 31-03-2011:

| Sr. No | No. of Equity Shares held | No. of Shareholders | No. of Shares | % of Shareholders | % of Shareholding |
|--------|---------------------------|---------------------|---------------|-------------------|-------------------|
| 1      | 1-5000                    | 221                 | 1,37,631      | 74.66             | 0.96              |
| 2      | 5001-10000                | 22                  | 1,63,224      | 7.43              | 1.13              |
| 3      | 10001-20000               | 6                   | 86,860        | 2.03              | 0.60              |
| 4      | 20001-30000               | 6                   | 1,54,710      | 2.03              | 1.07              |
|        | 30001-40000               | 4                   | 1,37,550      | 1.35              | 0.96              |
| 5      | 40001-50000               | 4                   | 1,94,610      | 1.35              | 1.35              |
|        | 50001- 100000             | 9                   | 5,78,635      | 3.04              | 4.02              |
| 6      | 100001 to above           | 24                  | 1,29,40,980   | 8.11              | 89.90             |
| 7      | TOTAL                     | 296                 | 1,43,94,200   | 100               | 100               |

Category of Equity Shareholders as on 31-03-2011:

| Sr. No | Category                                   | No. of Shares | % of total Shareholding |
|--------|--|---------------|-------------------------|
| 1      | Promoters, Directors & Relatives           | 22,10,353     | 15.35                   |
| 2      | Public Financial Institutions/ Banks       | 0             | 0                       |
| 3      | Mutual Funds/ UTI                          | 0             | 0                       |
| 4      | FIIS                                       | 0             | 0                       |
| 5      | NRIS/ OCBS                                 | 29,97,860     | 20.83                   |
| 6      | Private Corporate Bodies/ Non Institutions | 67,25,511     | 46.72                   |
|        | Body Corporate                             |               |                         |
| 7      | Indian Public                              | 24,60,476     | 17.01                   |
|        | Total                                      | 1,43,94,200   | 100                     |

# xi) Dematerialization of shares and liquidity:

The Shares of the Company form part of the Compulsory demat segment. The company has established connectivity with both Depositories viz, National Securities Depository Limited (NSDL) and Central Depository Services (India) Limited (CDSL) through the Share Transfer Agent. As on 31st March 2011 88.53% shares of Paid up capital of the Company representing 1,27,42,590 equity shares of Re 1 each has been dematerialized.

#### xii) Outstanding GDRs/ADRs/Warrants or any Convertible instruments, conversion date and likely impact on equity:

- Company allotted 5,78,429 10% Compulsorily Convertible Debentures (CCD- Series I) of Rs. 100/- at par on 27th April, 2010 on preferential basis. On 5th October, 2010, the said debentures were converted into 1,44,604 equity shares of Rs. 10 each at premium of Rs. 390/- per share. The conversion is made as per SEBI (Issue of Capital and Disclosure Requirements) Regulations, 2009 and the Conversion price is calculated as per regulation 76 of SEBI (Issue of Capital and Disclosure Requirements) Regulations, 2009.
- The Company allotted 2,82,242 12% Compulsorily Convertible Debentures (CCD-Series II) of Rs. 100/- each on preferential basis on 20th December, 2010 with conversion period of 18 months from the date of allotment. The Conversion price will be decided as per the SEBI (Issue of Capital and Disclosure Requirements) Regulations, 2009.
- The Company had allotted 92,164 8% Non Cumulative Compulsorily Convertible Preference Shares (CCP- Series II) of Rs. 100 each at par on 7th February, 2011 on Preferential Basis with conversion period of 18 months from the date of allotment. The Conversion price will be decided as per the SEBI (Issue of Capital and Disclosure Requirements) Regulations, 2009.

#### xiii) Plant Locations:

The Company has following operating divisions:

Registered office: Prism Informatics Limited is located at B-505, Bsel Tech Park, Opposite Vashi Railway Station, Sector 30 A, Vashi, Navi Mumbai-400705.

| Sr No. | Operative Divisions located at | Registered Office Address   |
|--------|--------------------------------|---|
| 1      | Pune                           | Unit 602, Sixth Floor, Wing 2-Cluster C,EON FREE ZONE, Plot No.1,S.No.77,Kharadi MIDC, Knowledge Park, Pune- 411 014. |
| 2      | Europe                         | Gewerbestrasse 5, 6330 Cham/ Zug, Switzerland.  |
| 3      | USA                            | Six Concourse Parkway, Fifth Floor, Atlanta, GA 30328, USA.   |
| 4      | Germany                        | Sciencepark 2,DE-66123 Saarbrucken, Germany.  |
| 5      | Thailand                       | No. 701/206, Soi Pattanakarn 30, Pattanakarn Road, Suanluang, Bangkok 10250, Thailand.                                |
| 6      | Singapore                      | 31, Cantonment Road, Singapore- 089747.   |

#### xiv) Address for Correspondence:

Shareholders may correspond on all matters to the address mentioned below:

- 1. Prism Informatics Limited: B-505, Bsel Tech Park, Opposite Vashi Railway Station, Sector 30 A, Vashi, Navi Mumbai-400705. Contact Number: 02265724261.
- 2. Sharex Dynamic (India) Pvt. Ltd: 1st Flr, 44-E, M Vasanti Marg, Andheri-Kurla Road, Safed pool, Andheri(E), Mumbai 400072. Tel No. 2270 2485, Fax No. 2264 1349.

#### CERTIFICATE OF COMPLAINCE WITH THE CODE OF CONDUCT POLICY

As provided under Clause 49 of Listing Agreement with the Stock Exchange, the Board Members and Senior Management Personnel have confirmed compliance with the Code Of Conduct for the period ended 31st March, 2011.

For Prism Informatics Limited

Place: Navi Mumbai Alok Pathak

Date: 30th May, 2011 Managing Director

# CERTIFICATE OF COMPLIANCE WITH THE CORPORATE GOVERNANCE REQUIREMENT UNDER CLAUSE 49 OF LISTING AGREEMENT

We have examined the compliance of conditions of Corporate Governance by Prism Informatics Limited ("the Company") for the year ended 31st March, 2011, as stipulated in Clause 49 of the Listing Agreement of the Company with Bombay Stock Exchange.

The Compliance of the conditions of Corporate Governance is the responsibility of the Company's management. Our examination was limited to review of procedures and implementation thereof, adopted by the Company for ensuring the compliance of the conditions of Corporate Governance. it is neither an audit nor an expression of opinion on the financial statements of the Company.

In our opinion, and to the best of our information and according to the explanations given to us and based on the representations made by the management, we certify that the Company has complied with the conditions of Corporate Governance as stipulated in clause 49 of the above mentioned Listing Agreement.

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 Makarand M Joshi & Company, Company Secretaries Makarand Joshi Membership Number-3662

Date: 29th June, 2011 Place: Mulund



Standalone Auditor's Report & Financials FY 2010-11

# **Auditor's Report**

To the Members of

#### **Prism Informatics Limited**

We have audited the attached Balance Sheet of Prism Informatics Limited ('the Company') as at 31 March 2011, the Profit and Loss Account and the Cash Flow Statement 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.

We conducted our audit in accordance with 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 management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

As required by the Companies (Auditor's Report) Order, 2003 ('the Order') issued by the Central Government of India in terms of sub-section (4A) of Section 227 of the Companies Act, 1956 ("the Act"), we enclose in the Annexure, a statement on the matters specified in paragraphs 4 and 5 of the said Order

Further to our comments in the Annexure referred to above, we report that:

- a. we have obtained all the information and explanations which, to the best of our knowledge and belief, were necessary for the purposes of our audit;
- b. in our opinion, proper books of account as required by law have been kept by the Company so far as appears from our examination of those books:
- c. the Balance Sheet, Profit and Loss Account and the Cash Flow Statement dealt with by this report are in agreement with the books of account;
- d. 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 (3C) of Section 211 of the Act;
- e. On the basis of written representation received from the directors of the Company, as on 31st March, 2011 and taken on record by the Board of Directors, we report that none of the directors are disqualified as at 31st March, 2011 from being appointed as a director in terms of clause (g) of sub-section (1) of Section 274 of the Act, and
- f. 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 Act in the manner so required and give a true and fair view except in case of receivable balances which are subject to confirmation and reconciliation (if any), unbilled revenue Rs.28,47,723 /- which has been as certified by the management, in conformity with the accounting principles generally accepted in India:
  - i. in the case of the Balance Sheet, of the state of affairs of the Company as at 31 March, 2011;
  - ii. in the case of the Profit and Loss Account, of the profit for the year ended on that date; and
  - iii. in the case of the Cash Flow Statement, of the cash flows for the year ended on that date.

For M/s. E.A.Patil & Associates Chartered Accountants Firm Registration No.117371W

CA. E. A. Patil
Partner
Membership No. 031979

Date: 30th May 2011 Vashi, Navi Mumbai

# **Auditor's Report**

#### **Prism Informatics Limited**

#### Annexure to the Auditors' Report for the year ended March 31st, 2011. (Referred to in our report of even date)

- 1. a) The Company has maintained proper records showing full particulars, including quantitative details and situation, of fixed assets.
  - b) The Company has a regular program of physical verification of its fixed assets, by which all fixed assets are verified in a phased manner over a period of three years. For the current financial year, physical verification for the fixed assets is yet to be carried out. In our opinion, this periodicity of physical verification is reasonable having regard to the size of the Company and the nature of its assets.
  - c) Following fixed assets have been disposed off during the year.

| Sr. No | Particulars of the asset | Amount      |
|--------|--------------------------|-------------|
| 1      | Computer Equipment       | 502,940/-   |
| 2      | Furniture                | 623,511/-   |
| 3      | Office Equipment         | 508,454/-   |
| Tota   | I Rs.                    | 16,34,455/- |

- 2. The Company is a service company, primarily rendering IT consulting, software implementation and software development services. Accordingly, it does not hold any physical inventories. Thus, paragraph 4(ii) of the Order is not applicable.
- 3. The Company has granted loans to body corporate covered under registered maintained under section 301 of the Companies Act 1956 (the Act) Rs. 1,63,742,000/- (previous year Rs nil) as unsecured loans. The maximum amount outstanding during the year Rs 115,237,930/- (previous year Rs Nil) and year end balance Rs. 107,974,041/- (previous year Rs Nil).

Loan to these body corporate are repayable within two years, there is no specific repayment schedule indicated in the loan agreement. During the year these body corporate have repaid Rs. 68,461,960/-

In our opinion, the rate of interest and other terms and conditions on which the loan has been granted to the body corporate listed in the registered maintained under Section 301 of the Act are not, prima facie, prejudicial to the interest of the company.

The Company has not taken loans, secured or unsecured from the companies, firms or parties covered in the register maintained under Section 301 of the Act.

- 4. In our opinion and according to the information and explanations given to us, the company is in process of implementation of internal control system commensurate with the size of the company and nature of its business with regard to purchase of fixed assets and with regard to sale goods & services. In our opinion, the internal control in respect of service income needs to be strengthened.
- 5. a) In our opinion and according to the information and explanations given to us, the particulars of contracts or arrangements referred to in Section 301 of the Act, have been entered in the register required to be maintained under that section.
  - b) In our opinion, and according to the information and explanations given to us, the transactions made in pursuance of contracts and arrangements referred to in (a) above and exceeding the value of Rs. 5 lakh with any party during the year have been made at prices which are reasonable having regard to the prevailing market prices at the relevant time.
- 6. The Company has not accepted any deposits from the public.
- 7. The Company does not have internal audit system.
- 8. As per the information and explanations provided by the management, the Central Government has not prescribed the maintenance of cost records under Section 209(1)(d) of the Act, for any of the services rendered by the Company.
- 9. According to the information and explanations given to us and on the basis of our examination of the records of the company, amounts deducted/accrued in the books of account in respect of undisputed statutory dues including Income tax, TDS, Service tax, Profession Tax and other material statutory dues have been generally regularly deposited during the year by the Company with the appropriate authorities.
- 10. We have been informed by the management, that there are no dues of sales tax/ income tax/ custom tax/ wealth tax/ excise duty/ cess have been deposited on account of dispute.
- 11. The Company does not have accumulated losses at the end of the financial year and has not incurred cash losses in the current financial year and in the immediately preceding financial year.
- 12. The Company did not have any outstanding dues to any financial institution, banks or debenture holders during the year on account of default.
- 13. The Company has not granted loans and advances on the basis of security by way of pledge of shares, debentures and other securities.

# **Auditor's Report**

- 14. In our opinion and according to the information and explanations given to us, the Company is not a chit fund / nidhi / mutual benefit fund / society.
- 15. According to the information and explanations given to us, the Company is not dealing in or trading in shares, securities, debentures and other investments
- 16. According to the information and explanations given to us, the Company has not given any guarantee for loans taken by others from banks or financial institutions.
- 17. The Company did not have any term loans outstanding during the year.
- 18. According to the information and explanations given to us, and on an overall examination of the balance sheet of the Company, we are of the opinion that the funds raised on short-term basis have not been used for long term investment.
- 19. The Company has not made any preferential allotment of shares to companies/ firms/ parties covered in the register maintained under Section 301 of the Companies Act, 1956.
- 20. The debentures are Compulsorily Convertible Debentures (CCD) outstanding at the end of the year Rs. 2,82,24,200/- (previous year Rs Nil). No security has been created for these debentures.
- 21. The Company has not raised any money by public issue during the year.
- 22. According to the information and explanations given to us, no fraud on or by the Company has been noticed or reported during the course of our audit.

For M/s. E.A.Patil & Associates Chartered Accountants Firm Registration No.117371W

CA. E. A. Patil
Partner
Membership No. 031979

Date: 30th May 2011 Vashi, Navi Mumbai

# Balance Sheet

as on March 31, 2011 | (Currency: in Indian Rupees)

|   | Note | March 31,2011 | March 31,2010 |
|---|------|---------------|---------------|
| SOURCES OF FUNDS  |      |               |               |
| Shareholders' funds                                       |      |               |               |
| Share capital   | 3    | 23,610,600    | 139,263,30    |
| Share application money                                   |      | -             | 251,95        |
| Reserves and surplus                                      | 4    | 218,192,833   | 10,843,08     |
|   |      | 241,803,433   | 150,358,33    |
| Loan funds  |      |               |               |
| Secured loans   | 5    | 38,487,315    |               |
| Unsecured loans   | 6    | 79,643,900    | 41,573,24     |
| Deferred tax liability                                    | 19   | -             | 17,75         |
|   |      | 359,934,647   | 191,949,33    |
| APPLICATION OF FUNDS                                      |      |               |               |
| Intangible Assets   |      |               |               |
| Goodwill on Business Acquisitions                         |      | 15,047,307    | 8,289,90      |
| Tangible Assets   |      |               |               |
| Gross block   | 7    | 1,823,269     | 310,09        |
| Less: Accumulated depreciation                            |      | 405,363       | 20,05         |
| Net block   |      | 1,417,906     | 290,04        |
| Capital work-in-progress (Includes capital advances)      |      | -             |               |
|   |      | 16,465,213    | 8,579,95      |
| Investments   | 8    | 198,606,156   | 95,400,62     |
| Deferred tax Asset  | 19   | 2,463,055     |               |
| Current assets, loans and advances                        |      |               |               |
| Sundry debtors  | 9    | 76,682,100    | 13,589,98     |
| Cash and bank balances                                    | 10   | 5,144,000     | 66,063,26     |
| Unbilled revenue  | 11   | 2,847,723     | 556,73        |
| Loans and advances  | 12   | 110,493,901   | 14,643,62     |
|   |      | 195,167,723   | 94,853,61     |
| Less: Current liabilities and provisions                  |      |               |               |
| Current liabilities                                       | 13   | 50,789,111    | 7,449,03      |
| Provisions  | 14   | 1,978,389     | 719,29        |
|   |      | 52,767,500    | 8,168,33      |
| Net current assets  |      | 142,400,223   | 86,685,28     |
| Miscellaneous expenditure (to the extent not written off) | 20   | -             | 1,283,48      |
|   |      | 359,934,647   | 191,949,33    |

The accompanying notes form an integral part of this Balance Sheet As per attached report of even date.

# For E.A. Patil & Associates

Chartered Accountants
Firm Registration No. 117371W

CA E.A. Patil

Partner

Membership No: 031979

Navi Mumbai 30th May, 2011 For and on behalf of the Board of Directors

Alok Pathak Managing Director Mohan Natarajan Director

**Swapna Sawant**Company Secretary

# Profit and Loss Account

for the year ended March 31, 2011 | (Currency: in Indian Rupees)

|  | Note | March 31,2011 | March 31,201 |
|--|------|---------------|--------------|
| Income   |      |               |              |
| Sales and Service Income                                   |      | 154,242,524   | 15,860,187   |
| Other income   | 15   | 14,436,775    | 1,444,346    |
|  |      | 168,679,299   | 17,304,533   |
| Expenditure  |      |               |              |
| Purchases  |      | 27,585,343    | -            |
| Personnel costs  | 16   | 63,420,589    | 7,001,318    |
| Selling, general and administration costs                  | 17   | 25,683,078    | 3,893,706    |
| Interest cost  | 18   | 6,493,561     | -            |
| Depreciation   | 7    | 448,532       | 32,653       |
|  |      | 123,631,103   | 10,927,677   |
| Profit for the year before prior period items and taxation |      | 45,048,196    | 6,376,856    |
| Prior period items   |      | -             | -            |
| Profit for the year before taxation                        |      | 45,048,196    | 6,376,856    |
| Provision for taxation - Current tax                       | 19   | 8,593,882     | 1,972,038    |
| - Deferred tax   | 19   | (2,480,811)   | 6,934        |
| MAT Credit   |      | _             |              |
| Provision for taxation (prior periods)                     |      | -             | -            |
| Profit for the year after taxation                         |      | 38,935,125    | 4,411,752    |
| Profit and loss account, brought forward                   |      | 3,097,084     | 881,236      |
| Amount available for appropriation                         |      | 42,032,209    | 5,292,988    |
| Transfer to General Reserve                                |      | 3,893,512     | -            |
| Interim Equity Dividend                                    |      | 4,893,366     | 630,000      |
| Proposed Equity Dividend                                   |      | 1,799,275     | -            |
| Preference Dividend  |      | 107,062       | 1,253,135    |
| Tax on Dividend  |      | 1,129,360     | 312,769      |
| Profit and loss account, carried forward                   |      | 30,209,633    | 3,097,084    |
| Earnings per equity share of Re. 1 each (Refer             |      |               |              |
| Accounting Policy 2.9(b))                                  |      |               |              |
| - Basic  |      | 3.21          | 0.47         |
| - Diluted  |      | 2.82          | 0.30         |
| Weighted average number of equity shares outstanding       |      | -             |              |
| during the year  |      |               |              |
| - Basic  |      | 12,105,150    | 6,300,000    |
| - Diluted  |      | 14,551,493    | 9,769,200    |

The accompanying notes form an integral part of this Profit and Loss Account As per attached report of even date.

### For E.A. Patil & Associates

Chartered Accountants Firm Registration No. 117371W

Alok Pathak Mohan Natarajan Managing Director Director

For and on behalf of the Board of Directors

CA E.A. Patil

Partner

Membership No: 031979

Navi Mumbai 30th May, 2011 Swapna Sawant Company Secretary

# Cash Flow Statement

for the year ended March 31, 2011 | (Currency: in Indian Rupees)

|  | March 31,2011  | March 31,2010 |
|--|----------------|---------------|
| Cash flows from operating activities                 |                |               |
| (Loss)/Net Profit before tax                         | 45,048,196     | 6,376,85      |
| Adjustments for                                      |                |               |
| Depreciation and amortisation                        | 448,532        | 32,65         |
| (Profit)/Loss on sale of fixed assets                | -              | (12,603       |
| Share issue exp W/o                                  | -              | 312,19        |
| Interest Expense                                     | 6,493,561      |               |
| Sundry balances written off                          | -              | 683,84        |
| Unrealised exchange differences                      | 321,423        | 108,85        |
| Interest income                                      | (13,206,465)   | (396,596      |
| Operating profit before working capital changes      | 39,105,247     | 7,105,20      |
| (Increase) / Decrease in working capital             |                |               |
| Sundry debtors                                       | (64,313,689)   | (11,411,734   |
| Unbilled revenue                                     | (2,290,985)    | (556,738      |
| Loans and advances                                   | (4,555,414.97) |               |
| Prov for expenses                                    | 1,259,098      |               |
| Other Current liabilities and provisions             | 5,360,519      | 5,552,40      |
| Net change in working capital                        | (64,540,472)   | (6,416,072    |
| Cash generated/used in from operations               | (25,435,225)   | 689,13        |
| Income tax paid                                      | (9,150,701)    | (219,376      |
| Net Cash provided by operating activities            | (34,585,925)   | 469,75        |
| Cash flows from investing activities                 |                |               |
| Purchase of fixed assets                             | (1,576,389)    | (8,600,000    |
| Purchase of investments                              | (68,853,119)   |               |
| Purchase of non trade investments                    | -              | (95,400,622   |
| Sale of investments                                  | 100,000        | 996,93        |
| Proceeds from sale of fixed assets                   | -              | 85,82         |
| Loans given to related parties                       | (159,000,000)  | (14,437,193   |
| Loan recovered from related parties                  | 63,719,960     |               |
| Purchase of Goodwill                                 | (2,900,000)    |               |
| Interest received                                    | 13,206,465     | 396,59        |
| Net Cash used by investing activities                | (155,303,083)  | (116,958,454  |
| Cash flows from financing activities                 |                |               |
| (Repayment)/Proceeds from issuance of share capital  | 11,856,527     | 133,215,25    |
| Increase in securities premium                       | -              |               |
| Proceeds from borrowings - unsecured loan (net)      | 93,021,477     | 41,573,24     |
| Share Issue Expenses                                 | -              | (1,595,678    |
| Interest expense                                     | (6,493,561)    |               |
| Increase/(Decrease) in - Secured loan                | 38,487,315     |               |
| Dividend paid  | (7,902,010)    |               |
| Net Cash provided by financing activities            | 128,969,748    | 173,192,81    |
| Net increase in cash and cash equivalents            | (60,919,260)   | 56,704,12     |
| Cash and cash equivalents at beginning of the period | 66,063,260     | 9,359,13      |
| Net increase/(decrease) in Cash and Cash equivalents | 5,144,000      | 66,063,26     |

# Cash Flow Statement

for the year ended March 31, 2011 | (Currency: in Indian Rupees)

|                              | March 31,2011 | March 31,2010 |
|------------------------------|---------------|---------------|
| Cash and Cash Equivalent     |               |               |
| Cash in hand                 | 9,830         | 6,192         |
| Balance with scheduled banks |               |               |
| - in current accounts        | (7,740,458)   | 66,057,068    |
| - in deposit accounts        | 12,874,628    | -             |
|                              | 5,144,000     | 66,063,260    |

# For E.A. Patil & Associates

Chartered Accountants Firm Registration No. 117371W

For and on behalf of the Board of Directors

Alok Pathak Mohan Natarajan
Managing Director Director

**CA E.A. Patil**Partner

Membership No: 031979

Navi Mumbai Swapna Sawant Company Secretary 30th May, 2011

# Notes to the financial statements

for the year ended March 31, 2011 | (Currency: in Indian Rupees)

#### Background

Prism Informatics (PRISMINFO), incorporated in 1983, is engaged in software development. Earlier known as Aakruti Holdings, it got its present name on Nov. 11, 2005. Specializing in web technologies, application development, mobile computing and systems programming, company focus has been on delivering cutting edge software solutions coupled with building client relationships. It has affiliations with leading companies like Elance, Palm, Handspring, ProSavvy, Square Trade and Oracle among others.

### 2. Significant accounting policies

#### 2.1 Basis of preparation of financial statements

The accompanying financial statements have been prepared in compliance with the requirements of the Companies Act, 1956, and Generally Accepted Accounting Principles ('GAAP') in India, under the historical cost convention. GAAP comprises mandatory accounting standards as specified in the Companies (Accounting Standards) Rules, 2006 issued by the Central Government, in consultation with National Advisory Committee on Accounting Standards ('NACAS') and relevant provisions of Companies Act, 1956, to the extent applicable.

The preparation of the financial statements in accordance with generally accepted accounting principles requires that management makes estimates and assumptions that affect the reported amount of assets and liabilities and disclosure of contingent liabilities as of the date of financial statements and the reported amounts of revenue and expenses during the reporting period. Management believes that the estimates used in the preparation of financial statements are prudent and reasonable. Actual results could differ from these estimates. Any revision to accounting estimates is recognized prospectively in the current and future periods.

#### 2.2 Fixed assets and depreciation

#### Tangible assets

Fixed assets are stated at cost less accumulated depreciation. Cost includes inward freight, duties, taxes and incidental expenses related to acquisition and installation of the asset. Depreciation is provided on Written Down Value (WDV'). For additions and disposals, depreciation is provided pro-rata for the period of use. The rate of depreciation is based on Schedule XIV of the Companies Act, 1956.

#### Intangible assets

Intangible assets are amortized over their respective individual estimated useful lives on a straight line basis. Intangible assets comprise Goodwill, which is not being amortized.

#### 2.3 Leases

In accordance with Accounting Standard 19 "Accounting for leases", lease arrangements, where the risks and rewards incidental to ownership of an asset substantially vests with the lessor, are recognized as operating leases. Lease payments under operating lease are recognized as an expense in the profit and loss account.

### 2.4 Revenue and cost recognition

The Company derives its revenues primarily from software technology and IT enabled services. Revenue from time-and-material contracts is recognized as related services are rendered. Revenue from fixed-price contracts is recognized on a percentage of completion basis, measured by the percentage of costs incurred to-date to estimated total costs for each contract. This method is used because management considers costs to be the best available measure of progress on these contracts. In case of sale of software, revenue is recognized when right to use the software is transferred to the customer.

The asset "Unbilled revenue", represents revenues recognized in excess of amounts billed. These amounts are billed after the milestones specified in the agreement are achieved and the customer acceptance for the same is received.

Revenue from maintenance contracts is recognized ratably over the term of maintenance.

Warranty costs on sale of services are accrued based on management's estimates and historical data at the time related revenues are recorded.

Dividend income is recognized when the Company's right to receive dividend is established. Interest income is recognized on the time proportion basis.

# 2.5 Employee retirement and other benefits Defined Contribution Plans:

Defined Benefit Plans

Gratuity and leave encashment schemes are defined benefits. The present value of the obligation under such defined benefit plans is determined based on actuarial valuation carried out by an independent actuary at the balance sheet date using the Projected Unit Credit Method, which recognizes each period of service as giving rise to one additional unit of employee benefit entitlement and measures each unit separately to build up the final obligation.

The obligation is measured at the present value of the estimated future cash flows. The discount rates used for determining the present value of the obligation under defined benefit plans, is based on the market yields on Government securities as at the balance sheet date. Actuarial gains and losses are recognized immediately in the Profit and loss account.

#### 2.6 Foreign currency transactions

Transactions in foreign currency are recorded at the exchange rate prevailing on the date of the transaction. Foreign currency denominated monetary assets and monetary liabilities at the year end are translated at the year-end exchange rate. Exchange rate differences resulting from foreign exchange transactions settled during the year, including year-end translation of monetary assets and liabilities are recognized in the profit and loss account.

for the year ended March 31, 2011 | (Currency: in Indian Rupees)

#### 2. Significant accounting policies (Continued)

#### 2.7 Investments

Long-term investments are stated at cost, and provision for diminution is made when, in the management's opinion, there is a decline, other than temporary, in the carrying value of such investments. Current investments are carried at lower of cost and fair value.

#### 2.8 Taxation

Income tax expense comprises current tax expense and deferred tax expense or credit computed in accordance with the relevant provisions of the Income Tax Act, 1961. Provision for current taxes is recognised under the taxes payable method based on the estimated tax liability computed after taking credit for allowances and exemptions in accordance with the Indian Income tax Act, 1961.

Deferred tax assets and liabilities are recognized for the future tax consequences attributable to timing differences that result between the profits offered for income taxes and the profits as per the financial statements of the Company. Deferred tax assets and liabilities are measured using the tax rates and the tax laws that have been enacted or substantively enacted by the balance sheet date. The effect on deferred tax assets and liabilities of a change in tax rates is recognized in the period that includes the enactment rate. Deferred tax assets in respect of carry forward losses are recognized only to the extent that there is virtual certainty that sufficient future taxable income will be available against which such deferred tax asset can be realized. Other deferred tax assets are recognized only if there is a reasonable certainty that sufficient future taxable income will be available against which such deferred tax assets can be realized. Deferred tax assets are reviewed as at each balance sheet date and written down or written-up to reflect the amount that is reasonably / virtually certain (as the case may be) to be realized.

#### 2.9 Earnings per share

(a) The basic earnings per share is computed by dividing the net profit attributable to the equity shareholders for the year by the weighted average number of equity shares outstanding during the year. Diluted earnings per share is computed using the weighted average number of equity shares and also the weighted average number of equity shares that could have been issued on the conversion of all dilutive potential equity shares. The dilutive potential equity shares are adjusted for the proceeds receivable, had the shares been actually issued at fair value. Dilutive potential equity shares are deemed converted as of the beginning of the year, unless they have been issued at a later date.

(b) Earning per share calculation for the previous year has been reinstated at the split Equity share face value of Re. 1 each.

#### 2.10 Provisions and contingent liabilities

The Company creates a provision when there is present obligation as a result of a past event that probably requires an outflow of resources and a reliable estimate can be made of the amount of the obligation. A disclosure for a contingent liability is made when there is a possible obligation or a present obligation that may, but probably will not, require an outflow of resources. When there is a possible obligation or a present obligation in respect of which the likelihood of outflow of resources is remote, no provision or disclosure is made.

Provisions are reviewed at each balance sheet date and adjusted to reflect the current best estimate. If it is no longer probable that an outflow of resources would be required to settle the obligation, the provision is reversed.

Contingent assets are not recognized in the financial statements. However, contingent assets are assessed continually and if it is virtually certain that an inflow of economic benefits will arise, the asset and related income are recognized in the period in which the change occurs.

#### 2.11 Impairment of assets

The Company assesses at each balance sheet date whether there is any indication that an asset may be impaired. If any such indication exists, the Company estimates the recoverable amount of the asset. If such recoverable amount of the asset or the recoverable amount of the cash generating unit which the asset belongs to, is less than its carrying amount, the carrying amount is reduced to its recoverable amount. The reduction is treated as an impairment loss and is recognized in the profit and loss account. If at the balance sheet date there is an indication that a previously assessed impairment loss no longer exists, the recoverable amount is reassessed and the asset is reflected at the recoverable amount subject to a maximum of depreciable historical cost.

#### 2.12 Miscellaneous expenditure (to the extent not written off)

During the Financial Year the Company has adjusted expenditure incurred towards issue of Compulsorily Convertible Preference shares and Compulsorily Convertible Debentures which are converted into equity shares against Security Premium.

#### 3. Share capital

|  | March 31,2011 | March 31,2010 |
|--|---------------|---------------|
| Authorised   |               |               |
| "17,500,000 (2010: 1,750,000) Equity Shares of Re. 1/- each (2010: Rs. 10/- each)"       | 17,500,000    | 17,500,000    |
| 2,000,000 (2010: 2,000,000) Non Cumulative Compulsorily Convertible Preference           | 200,000,000   | 200,000,000   |
| Shares of Rs 100/- each  |               |               |
|  | 217,500,000   | 217,500,000   |
| Issued, Subscribed and Paid - Up   |               |               |
| 14,394,200 (2010 : 6,30,000) Equity Shares of Re. 1/- each (2010 : Rs. 10/- each) fully  | 14,394,200    | 6,300,000     |
| subscribed and paid up   |               |               |
| 92,164 8% Non Cumulative Compulsorily Convertible Preference Shares series II of Rs. 100 |               |               |
| each* (2010 : 1,39,633 4% Non Cumulative Compulsorily Convertible 2010 Preference        | 9,216,400     | 132,963,300   |
| Shares)  |               |               |
|  | 23,610,600    | 139,263,300   |

for the year ended March 31, 2011 | (Currency: in Indian Rupees)

#### 3. Share capital (Continued)

The company has split its equity shares face value from Rs. 10 each to Re. 1 each on 7th January, 2011. Before split up in value of equity share, the compulsorily convertible preference shares have been converted into 664816 equity share of Rs. 10 each. And Compulsorily Convertible Debentures have been converted into 144604 equity shares of Rs. 10 each.

\*Compulsorily Convertible Preference Shares Series II of Rs. 100 each are expected to get converted into equity shares by 6th August, 2012.

### 4. Reserves and surplus

|  | March 31,2011 | March 31,2010 |
|--|---------------|---------------|
| General reserve                                  |               |               |
| - Balance brought forward                        | 7,746,000     | 7,746,000     |
| - Additions during the year                      | 3,893,512     | -             |
| - Reduction during the year                      | (5,084,832)   | -             |
|  | 6,554,680     | 7,746,000     |
| Security Premium                                 | 181,428,519   | -             |
| Profit and loss account, balance carried forward | 30,209,633    | 3,097,084     |
|  | 218,192,833   | 10,843,084    |

#### 5. Secured loans

| Bank Overdraft | 38,487,315 | - |  |
|----------------|------------|---|--|
|                | 38,487,315 | - |  |

Nature of security

Bank overdraft is secured against hypothecation of book debts, stock, other receivables.

### 6. Unsecured loans

| *Expected date of conversion in equity shares is 7th Aug, 2011. |            |            |
|---|------------|------------|
|   | 79,643,900 | 41,573,242 |
| Other unsecured loans   | 51,419,700 | -          |
| 12% Debentures (CCD Series II)*                                 | 28,224,200 | -          |
| CCD Application Money   | -          | 41,573,242 |

### 7. Fixed assets

|   |                                      | Tangible Assets      |                              |           |                              |                              |
|---|--------------------------------------|----------------------|------------------------------|-----------|------------------------------|------------------------------|
|   | Computers & other service equipments | Office<br>equipments | Furniture<br>and<br>fixtures | Vehicles  | Total as at<br>March 31,2011 | Total as at<br>March 31,2010 |
| Gross block                               |                                      |                      |                              |           |                              |                              |
| As at 1st April, 2010                     | 310,099                              | -                    | -                            | -         | 310,099                      | 310,516                      |
| Additions                                 | 953,168                              | 508,454              | 628,861                      | 1,057,142 | 3,147,625                    | 310,099                      |
| Deletions                                 | 502,490                              | 508,454              | 623,511                      | -         | 1,634,455                    | 310,516                      |
| As at 31 on March, 2011                   | 760,777                              | -                    | 5,350                        | 1,057,142 | 1,823,269                    | 310,099                      |
| Accumulated depreciation and amortization |                                      |                      |                              |           |                              |                              |
| As at 1st on April, 2010                  | 20,050                               | -                    | -                            | -         | 20,050                       | 224,690                      |
| Charge                                    | 185,862                              | 11,627               | 18,555                       | 232,488   | 448,532                      | 32,653                       |
| Deletions                                 | 33,040                               | 11,627               | 18,552                       | -         | 63,219                       | 237,293                      |
| As at on 31 March, 2011                   | 172,872                              | -                    | 3                            | 232,488   | 405,363                      | 20,050                       |
| Net block as at 31 March 2011             | 587,905                              | -                    | 5,347                        | 824,654   | 1,417,906                    | 290,049                      |
| Net block as at 31 March 2010             | 290,049                              | -                    | -                            | -         | 290,049                      |                              |

for the year ended March 31, 2011 | (Currency: in Indian Rupees)

#### 8. Investments

|  | March 31,2011 | March 31,2010 |
|--|---------------|---------------|
| Long term (Unquoted, at cost)  |               |               |
| Trade  |               |               |
| Investment in subsidiary companies  NIL (2010: 10,000) equity shares of Rs. 10/- each fully paid of Nastek Solutions Pvt Limited, India (Refer note 1) | -             | 10,120,336    |
| 20,000,000 (2010: 7,500,000) Equity shares of CHF 0.10 each fully paid of Prism Infomatics Europe AG (Refer note 2)                                    | 145,395,000   | 51,197,000    |
| 75,000,000 (2010 : 1,00,000) Equity shares of \$ 0.01 each fully paid of Prism Informatics Inc, USA  | 34,078,655    | 34,078,655    |
| 412,900 (2010: 100) Equity shares of \$1 each fully paid of Prism Informatics Pte Limited (Refer note 3)   | 19,107,401    | 4,631         |
|  | 198,581,056   | 95,400,622    |

<sup>\*</sup> Refer Note 24(b) on related party transaction and Note 26.

Note 1: Share purchase agreement dated December 01, 2009, states that on May 31, 2010 share holding of Nastek Solutions Pvt Limited has been transferred. In pursuance of the said share purchase agreement, the addendum has been entered on dated March 2, 2011 to transfer net assets of Rs 2,303,207 (Assets Rs 5,104,789 and liabilities Rs 2,801,582). The deficit arising as result of transfer of shareholding along with the above mentioned assets Rs 5,084,832 has been netted off against the reserve.

Note 2: In case of Prism Informatics Europe AG, the company has paid additional consideration of Rs 94,198,000 which is determined based on the parameters defined in the Share Purchase agreement and its addendums.

Note 3: During the year ending March 31,2011, 412800 equity shares have been subscribed by the company.

| Long term (Other Unquoted, at cost)                                      |             |            |
|--|-------------|------------|
| 100 (2010:Nil) equity shares of Re. 1/- each fully paid of Idhasoft Ltd. | 100         | -          |
| Saraswat Co-Op Bank Ltd.   | 25,000      | -          |
| Aggregate value of unquoted investments                                  | 198,606,156 | 95,400,622 |
| (Refer Note 25 for number of units purchased and sold during the year)   |             |            |

#### 9. Sundry debtors (Unsecured)

| Debtors outstanding for a period exceeding six months (considered good) | 16,826,730 | -          |
|---|------------|------------|
| Other debtors (considered good)   | 59,855,370 | 13,589,987 |
|   | 76,682,100 | 13,589,987 |
| Less: Provision for doubtful debtors                                    | -          | -          |
|   | 76,682,100 | 13,589,987 |

Of the above, debtors due from companies under the same management as defined under Section 370(1)(B) of the Companies Act, 1956 aggregate Rs. 23,681,994 (2010: Rs. 3,075,795). This consists of debts due from Prism Informatics Europe AG Rs. 1,339,500 (2010:Nil), Prism Informatics, Thailand Rs. 4,011,802 (2010: Rs. 3,075,795), TLC Technologies Ltd Rs. 12,598,645 (2010: Nil), Prims Informatics INC, USA Rs. 3,237,125 (2010: Nil) Prims Informatics Pte Rs. 7,957 (2010: Nil), Idhasoft Inc. Rs. 2,143,200 (2010: Nil), Finasys Consultants Pvt Ltd Rs. 343,765 (2010:Nil)

#### 10. Cash and bank balances

| Cash in hand                  | 9,830       | 6,192      |
|-------------------------------|-------------|------------|
| Balances with scheduled banks | 130,417     | 66,057,068 |
| Book Overdraft                | (7,870,874) | -          |
| Fixed Deposit with Bank       | 12,874,628  | -          |
|                               | 5,144,000   | 66,063,260 |

for the year ended March 31, 2011 | (Currency: in Indian Rupees)

|     |                  | March 31,2011 | March 31,2010 |
|-----|------------------|---------------|---------------|
| 11. | Unbilled Revenue | 2,847,723     | 556,738       |

# **12. Loan and Advance** (Unsecured and considered good)

| Loan to Related Parties                              | 95,280,040  | -           |
|--|-------------|-------------|
| Loan to Employees                                    | 148,250     | -           |
| Loan to subsidiaries*                                | -           | 8,955,000   |
| Loan to previous Owner                               | -           | 6,209,425   |
| Taxes paid in advance                                | 556,819     | (1,674,062) |
| (Less: Provison for tax amounted to Rs. 10506144.10) |             |             |
| Prepaid Expenses                                     | 48,430      | 73,248      |
| Deposits   | 3,030,923   | 1,080,016   |
| Other  | -           | -           |
| Interest receivable                                  | 11,429,439  | -           |
|  | 110,493,901 | 14,643,627  |

 $<sup>^{\</sup>mbox{\tiny 1}}{}^{\mbox{\tiny A}}$  Refer Note 23 for loans to companies under same management.

## 13. Current liabilities

|                                  | 50,789,111 | 7,449,039 |
|----------------------------------|------------|-----------|
| Others                           | 944,697    | -         |
| Acquisition cost payable         | 37,952,500 | -         |
| TDS Payable                      | 1,082,704  | 921,883   |
| VAT Payable                      | 406,641    | -         |
| Profession Tax Payable           | 32,324     | 39,745    |
| Dividend tax                     | 316,620    | 312,769   |
| Dividend on preference shares    | 107,062    | 1,253,135 |
| Proposed Dividend                | 1,799,275  | 630,000   |
| Unearned Income                  | 496,077    | 219,406   |
| Salaries Payable                 | 4,898,665  | 1,952,578 |
| Sundry creditors (Refer Note 24) | 968,201    | 2,012,661 |
| Provision for expenses           | 1,784,345  | 106,862   |

# 14. Provisions

| Provision for Gratuity           | 176,160   | -       |
|----------------------------------|-----------|---------|
| Provision for Leave Encashment   | 616,226   | -       |
| Provision for Service Tax        | 1,183,003 | 716,291 |
| Provision for Fringe benefit tax | 3,000     | 3,000   |
|                                  | 1,978,389 | 719,291 |

### 15. Other income

| Interest on bank deposits  | 374,628    | 187,171   |
|----------------------------|------------|-----------|
| Interest on others         | 12,824,357 | 209,425   |
| Interest Recd on IT Refund | 7,480      | -         |
| Profit on sale of assets   | <u>-</u>   | 12,603    |
| Miscellaneous income       | 1,230,310  | 1,035,147 |
|                            | 14,436,775 | 1,444,346 |

for the year ended March 31, 2011 | (Currency: in Indian Rupees)

### 16. Personnel costs

|  | March 31,2011 | March 31,2010 |
|--|---------------|---------------|
| Salaries, bonus and allowances, including overseas employee expenses | 51,022,092    | 6,909,318     |
| Consultancy Fees   | 10,919,809    | -             |
| Gratuity   | 452,050       | -             |
| Leave Encashment   | 616,226       | -             |
| Staff welfare  | 410,412       | 92,000        |
|  | 63,420,589    | 7,001,318     |

# 17. Selling, general and administration costs

| Rent                                       | 6,567,538  | 243,000   |
|--|------------|-----------|
| Travel and conveyance                      | 12,139,709 | 1,679,642 |
| Communication Expenses                     | 176,505    | 30,000    |
| Sundry Balance written off                 | -          | 683,846   |
| Legal and professional fees                | 1,605,422  | 135,736   |
| Commission                                 | 355,800    | -         |
| Advertisement and publicity                | 150,847    | 148,588   |
| Subscription, registration and license fee | 128,840    | 64,763    |
| Auditor's remuneration                     | 406,500    | 346,000   |
| Printing and stationery                    | 363,103    | 16,037    |
| Business Development Expenses              | 1,776,252  | 5,000     |
| Electricity                                | 262,967    | 7,250     |
| Office expenses                            | 976,520    | -         |
| Repairs and maintenance                    | 35,521     | -         |
| Insurance                                  | 133,303    | -         |
| Bank charges & commission                  | 259,141    | 63,018    |
| Preliminary expenses written off           | -          | 312,197   |
| Directors Remuneration                     | -          | 44,275    |
| Foreign exchange loss/(gain), net          | 321,423    | 108,854   |
| Miscellaneous expenses                     | 23,687     | 5,500     |
|  | 25,683,078 | 3,893,706 |

# 18. Interest Cost

| Bank Interest     | 2,926,385 | - |
|-------------------|-----------|---|
| Interest on CCD   | 3,513,751 | - |
| Interest on other | 53,425    | - |
|                   | 6,493,561 | - |

# 19. Taxes

| Provision for tax expense consists of the following:                                      | 8,593,882   | 1,972,038 |
|---|-------------|-----------|
| Current taxes   | 8,593,882   | 1,972,038 |
|   | (2,480,811) | 6,934     |
| Deferred tax expense / (credit)   | 6,113,071   | 1,978,972 |
| The significant components of deferred tax asset and liability consists of the following: |             |           |
| Depreciation  | 204,085     | 6,934     |
| Provision for leave encashment and gratuity   | 257,090     |           |
| Provision for Rent Equilisation (AS-19)   | 369,813     | -         |
| Short term capital loss   | 1,649,823   | -         |
| Opening Deferred tax liability  | (17,756)    | (24,690)  |
| Total deferred tax assets   | 2,463,055   | (17,756)  |

for the year ended March 31, 2011 | (Currency: in Indian Rupees)

# 20. Miscellaneous expenditure (to the extent not written off)

|                          | March 31,2011 | March 31,2010 |
|--------------------------|---------------|---------------|
| Share allotment expenses | -             | 1,283,481     |

#### 21. Auditor's remuneration

| Remuneration to auditors consists of the following: |         |         |
|---|---------|---------|
| Audit fees  | 215,000 | 215,000 |
| Tax audit fees                                      | 35,000  | 35,000  |
| Other services                                      | 156,500 | 96,000  |
|   | 406,500 | 346,000 |

### 22. Segmental information

Business segments

As on March 31, 2011 and for the year then ended

| Particulars          | Software Consultancy Services | Software License Sale | Total       |
|----------------------|-------------------------------|-----------------------|-------------|
| Total Income         | 139,270,770                   | 14,971,754            | 154,242,524 |
| Accounts Receivables | 76,682,100                    | -                     | 76,682,100  |
| Unbilled Revenue     | 2,847,723                     | -                     | 2,847,723   |

### Geographic segments

As on March 31, 2011 and for the year then ended

| Particulars          | India      | Rest of world | Total       |
|----------------------|------------|---------------|-------------|
| Total Income         | 68,538,016 | 84,520,508    | 153,058,524 |
| Accounts Receivables | 23,933,682 | 51,408,917    | 75,342,600  |
| Unbilled Revenue     | 294,395    | 2,708,828     | 3,003,223   |

### 23. Related party transactions

(a) Names of related parties and nature of relationship where control exists

| Sr. No. | Category of related parties       | Names  |
|---------|-----------------------------------|--|
| 1       | Subsidiaries                      |  |
|         |                                   | 1.Prism Europe AG, Switzerland                     |
|         |                                   | 2Prism informatics Schweiz GmbH, Switzerland       |
|         |                                   | 3. Prism informatics Deutschland GmbH, Germany     |
|         |                                   | 4. Prism Informatics (Thailand) Co. Ltd., Thailand |
|         |                                   | [Previously known as Nexus System Resources Ltd]   |
|         |                                   | 5. TLC Technologies Inc.                           |
|         |                                   | 6. Information Management Technologies Limited     |
|         |                                   | 7. Prism Informatics Inc, Delaware                 |
|         |                                   | 8. Prism Informatics Pte, Limited, Singapore       |
| 2       | Key management personnel          |  |
|         |                                   | 1) Alok Pathak                                     |
|         |                                   | 2) Dr. Nirmal Jain                                 |
|         |                                   | 3) Dr. Ajay Sharma                                 |
|         |                                   | 4) Mohan Natarajan                                 |
| 3       | Parties with substantial interest |  |
|         |                                   | 1) Finasys Consultants Pvt Ltd                     |
|         |                                   | 1) Idhasoft Limited                                |
|         |                                   |  |

for the year ended March 31, 2011 | (Currency: in Indian Rupees)

# 23. Related party transactions (Continued)

# (b) Transactions and balances with related parties

| Nature of the transaction                   | Subsid        | diaries       | Key managem   | nent personnel | Parties with sub | stantial interest |
|---|---------------|---------------|---------------|----------------|------------------|-------------------|
| Transactions during the year ended 31 March | March 31,2011 | March 31,2010 | March 31,2011 | March 31,2010  | March 31,2011    | March 31,2010     |
| Investments purchased                       | 113,300,770   | 95,400,622    | -             | -              | 100              | -                 |
| Sale of investments                         | -             | -             | -             | -              | -                | -                 |
| Reimbursement of expenses                   | 66,810        | 923,328       | 93,095        | -              | 271,048          | 26,819            |
| Loans received                              | -             | -             | -             | -              | -                | -                 |
| Loans repaid                                | -             | -             | -             | -              | -                | -                 |
| Sale of asset                               | -             | -             | -             | -              | -                | -                 |
| Service income                              | 27,133,903    | 2,203,574     | -             | -              | 2,858,989        | 4,699,992         |
| Purchases of licences                       | -             | -             | -             | -              | -                | -                 |
| Remuneration paid                           | -             | -             | -             | 44,275         | -                | -                 |
| Sitting fees paid                           | -             | -             | -             | -              | -                | -                 |
| Loans to subsidiaries                       | 4,542,000     | 48,955,000    | -             | -              | 159,200,000      |                   |
| Loans recovered                             | 4,542,000     | 40,000,000    |               | -              | 63,919,960       |                   |
| Interest Income                             | 48,385        | -             | -             | -              | 12,645,616       | -                 |
| Services purchased                          | -             | 1,878,835     | -             | -              | -                | -                 |
| Rent paid                                   | -             | 195,000       | -             | -              | 265,000          | -                 |
| Dividend                                    | -             | 466,200       | -             | -              | -                | -                 |
| Balance as at 31 March                      |               |               |               |                |                  | -                 |
| Investments                                 | 198,581,156   | 95,400,622    | -             | -              | 100              | -                 |
| Debtors                                     | 21,195,029    | 3,075,795     | -             | -              | 343,765          | -                 |
| Creditors                                   | -             | 1,255,769     | -             | -              | 2,356,594        | -                 |
| Loans payable                               | -             | -             | -             | -              | -                |                   |
| Loans to subsidiaries and related parties   | -             | 8,955,000     | -             | -              | 95,280,040       | -                 |
| Advances payable                            | -             | -             | -             | -              | -                | -                 |
| Advances recoverable from subsidiaries      | -             | -             | -             | -              | -                | -                 |
| Reimbursement payable                       |               | 1,256,399     | -             | -              | -                | -                 |

# Transactions during the year ended March 31,2011

|       |                            | March 31,2011 | March 31,2010 |
|-------|----------------------------|---------------|---------------|
| Α     | Key management personnel   |               |               |
| (i)   | Reimbursement of expenses  |               |               |
|       | Mohan Natrajan             | 93,095        | -             |
| (ii)  | Loans received             |               |               |
| (iii) | Loans repaid               | -             | -             |
| (iv)  | Advances given             | -             | -             |
| (v)   | Advances recovered         | -             | -             |
| (vi)  | Sale of asset to Directors | -             | -             |
| (vii) | Remuneration               | -             | -             |
|       | Directors                  | _             | 44,275        |

for the year ended March 31, 2011 | (Currency: in Indian Rupees)

# 23. Related party transactions (Continued)

### **B** subsidiaries

|        |  | March 31,2011 | March 31,2010 |
|--------|--|---------------|---------------|
| (i)    | Reimbursement of expenses                          |               |               |
|        | Prism Informatics, Thailand                        | -             | 917,573       |
|        | Nastek Solutions Pvt. Ltd.                         | -             | 5,755         |
|        | TLC Technologies Ltd                               | 44,540        | -             |
|        | Prism Informatics Inc, USA                         | 22,270        | -             |
|        |  | 66,810        | 923,328       |
| (ii)   | Service income                                     |               |               |
|        | Prism Informatics, Thailand                        | 7,165,446     | 2,203,574     |
|        | Prism Informatics Europe AG                        | 1,339,500     | -             |
|        | TLC Technologies Ltd                               | 12,750,747    | -             |
|        | Prism Informatics Inc, USA                         | 3,234,420     | -             |
|        | Prism Informatics Pte Ltd                          | 2,643,790     | -             |
|        |  | 27,133,903    | 2,203,574     |
| (iii)  | Investments purchased                              |               |               |
|        | Nastek Solutions Pvt. Ltd.                         | -             | 10,120,336    |
|        | Prism Informatics Europe AG                        | 94,198,000    | 51,197,000    |
|        | Prism Informatics Pte Ltd                          | 19,102,770    | 4,631         |
|        | Prism Informatics Inc, USA                         | -             | 34,078,655    |
|        |  | 113,300,770   | 95,400,622    |
| (iv)   | Sale of investments                                | -             | -             |
| (v)    | Loans to subsidiaries                              |               |               |
|        | Prism Informatics Europe AG                        | 4,542,000     | -             |
|        | Nastek Solutions Pvt. Ltd.                         | -             | 48,955,000    |
|        |  | 4,542,000     | 48,955,000    |
| (vi)   | Loans recovered                                    |               |               |
|        | Prism Informatics Europe AG                        | 4,542,000     | -             |
|        | Nastek Solutions Pvt. Ltd.                         | -             | 40,000,000    |
|        |  | 4,542,000     | 40,000,000    |
| (vii)  | Interest Income                                    |               |               |
|        | Prism Informatics Europe AG                        | 48,385        | -             |
| (viii) | Loans received                                     | _             | _             |
| (ix)   | Loans repaid                                       | -             | -             |
| (x)    | Interest expense                                   | -             | -             |
| (xi)   | Advances given                                     | -             | -             |
| (xii)  | Advances received                                  | -             | -             |
| (xiii) | Services purchased                                 |               |               |
|        | Nastek Solutions Pvt. Ltd.                         | _             | 1,051,203     |
| (xiv)  | Rent paid  |               |               |
|        | Nastek Solutions Pvt. Ltd.                         | -             | 135,000       |
| (xv)   | Rent received                                      | -             | -             |
| (i)    | Allotment of equity shares (including premium)     |               |               |
| (ii)   | Allotment of preference shares (including premium) |               |               |
| (iii)  | Dividend   |               |               |
| (iv)   | Reimbursement of expenses                          |               |               |
|        | Finasys Consultants Pvt Ltd                        | 86,382        | 26,819        |
|        | Idhasoft Limited                                   | 184,666       | 333,071       |
| (v)    | Service income                                     | 2,439,104     | 4,699,992     |
| • •    | Finasys Consultants Pvt Ltd                        | 419,885       | -             |
|        | Idhasoft Limited                                   |               |               |

for the year ended March 31, 2011 | (Currency: in Indian Rupees)

## 23. Related party transactions (Continued)

#### **B** subsidiaries

|        |                       | March 31,2011 | March 31,2010 |
|--------|-----------------------|---------------|---------------|
| "      | Investments purchased |               |               |
| vi)    | Idhasoft Limited      | 100           | -             |
| (- II) | Loans Paid            |               |               |
| (vii)  | Idhasoft Limited      | 159,200,000   | -             |
| 6-III) | Loans recovered       |               |               |
| (viii) | Idhasoft Limited      | 63,919,960    | -             |
| (- i)  | Interest income       |               |               |
| (vi)   | Idhasoft Limited      | 12,645,616    | -             |
| (!!)   | Services Purchased    |               |               |
| (vii)  | Idhasoft Limited      | -             | 827,632       |
| (!!!)  | Rent Paid             |               |               |
| (viii) | Idhasoft Limited      | 265,000       | -             |

### 24. Amounts due to micro, small and medium enterprises

As at 31 March, 2011, the Company has no outstanding dues to any vendors registered with appropriate authority under the Micro, Small and Medium Enterprises Development Act, 2006. There have been no delays in settlement of dues to such vendors, warranting any payment of interest as provided in the above Act (2010: Nil).

### 25. Summary of investments purchased and sold during the year

Investments purchased during the year ended March 31, 2011

|                               | Units      | Cost of purchase |
|-------------------------------|------------|------------------|
| Investment in related parties |            |                  |
| Idhasoft Limited              | 100        | 100              |
| Prism Infomatics Europe AG    | 12,500,000 | 94,198,000       |
| Prism Informatics Pte         | 512,800    | 19,102,770       |
|                               | 13,012,900 | 113,300,870      |
|                               |            |                  |
| Total                         | 13,012,900 | 113,300,870      |

Also refer Notes to accouts 8 note no. 1

### Investments sold during the year ended March 31, 2011

|                          | Sale Value | Cost of purchase |
|--------------------------|------------|------------------|
| Nastek Solutions Pvt Ltd | 100,000    | 10,120,336       |
| Total                    | 100,000    | 10,120,336       |

# 26. Reconciliation of basic and diluted shares used in computing earnings per share

| Number of shares considered as basic weighted average shares outstanding    | 12,105,150 | 6,300,000 |
|---|------------|-----------|
| Add: Effect of dilutive issues of stock options/warrants/preference shares  | 2,446,343  | 3,469,200 |
| Number of shares considered as weighted average shares and potential shares |            |           |
| outstanding   | 14,551,493 | 9,769,200 |

for the year ended March 31, 2011 | (Currency: in Indian Rupees)

#### 27. Leases

Rent expense for all operating leases for the year ended 31 March 2011 aggregated to Rs. 6,567,538 (2010:Rs.243,000)

# 28. Names of non-scheduled banks, balances at year end and maximum amount of outstanding during the year

| Axis Bank A/c (909020041819502)*  | (7,870,874) | 61,394,792 |
|---|-------------|------------|
| (Maximum balance outstanding during the year: Rs. 61,394,791.88; 2010: Rs.        |             |            |
| 110,869,232.90)   |             |            |
| Axis Bank Ltd - EEFC Account  | 6,340       | 1,522,798  |
| (Maximum balance outstanding during the year: Rs. 2,507,863.14; 2010: Rs.         |             |            |
| 1,564,312.19)   |             |            |
| HDFC BANK A/C   | -           | 39,478     |
| (Maximum balance outstanding during the year: Rs. 39,478.14; 2010:                |             |            |
| Rs.8225991.11)  |             |            |
| HSBC Bank A/c No.030-722359-001   | -           | 100,000    |
| (Maximum balance outstanding during the year: Rs. Nil; 2010: Rs. 100,000)         |             |            |
| ICICI Bank A/c No.015105010678  | 915         | 3,000,000  |
| (Maximum balance outstanding during the year: Rs. 3,000,000; 2010: Rs. 3,000,000) |             |            |
| UNION Bank  | 123,161     | -          |
| (Maximum balance outstanding during the year: Rs. 4,798,618; 2010: Rs. Nil)       |             |            |
|   | (7,863,619) | 66,057,068 |

<sup>\*</sup> Book Overdraft

### 29. Loans to subsidiaries under the same management

| Loans and advances include loans to subsidiaries under |            |           |
|--|------------|-----------|
| same management under section 370 (1) (B) of the       |            |           |
| Companies Act 1956:                                    |            |           |
|  |            |           |
| Nastek Solutions Pvt Ltd                               | -          | 8,955,000 |
| (Maximum amount outstanding during the year            |            |           |
| Rs. 68,705,000 2010: Rs. 89,55,000)                    |            |           |
|  |            |           |
| Idhasoft Limited                                       | 95,280,040 | -         |
| (Maximum amount outstanding during the year            |            |           |
| Rs.110,000,000, 2010: Rs. Nil)                         |            |           |
|  | 95,280,040 | 8,955,000 |

### 30. Supplementary statutory information

| (I) Managerial remuneration | - | -      |
|-----------------------------|---|--------|
| Salaries and allowances     | - | 44,275 |

- (a) Provisions for gratuity and leave encashment in respect of Directors are not included above, as actuarial valuation is done on an overall Company basis.
- (b) Computation of net profit in accordance with Section 349 of the Companies Act, 1956 has not been disclosed, as commission by way of percentage of profits is not payable for the year to the Directors.
- (c) Sitting fees paid to non-executive director not included above aggregated Rs. NIL (2010: NIL).

for the year ended March 31, 2011 | (Currency: in Indian Rupees)

# 31. Supplementary statutory information

|     |                             | March 31,2011 | March 31,2010 |
|-----|-----------------------------|---------------|---------------|
| (i) | Earning in foreign currency |               |               |
|     | Service income              | 84,520,508    | 6,286,129     |
|     | Prior period revenue        | -             | -             |
|     |                             | 84,520,508    | 6,286,129     |

# 32. Prior year comparatives

Previous year figures have been appropriately reclassified to conform to the current year's presentations.

# Balance Sheet Abstract And Company's General Business Profile

(Currency: in Indian Rupees)

| I. Registration details  |  |              |                |          |                  |             |                       |           |
|--|--|--------------|----------------|----------|------------------|-------------|-----------------------|-----------|
| Registration details   | L6712  | 0MH1983P     | LC029483       |          | State 0          | Code        | 11                    |           |
| Balance Sheet Date   | 31   | 03           | 2011           |          |                  |             |                       |           |
|  | Date   | Month        | Year           |          |                  |             |                       |           |
| II. Capital raised during  | the year                                       |              |                |          |                  |             |                       |           |
| Public Issu  | е  | Rig          | ght Issue      |          | Bonus Iss        | sue         | Private Pla           | cement    |
| -  |  |              | -              |          | -                |             | -115,652,             | 700       |
| III. Position of mobilisat   | ion and don                                    | lovment of   | funde          |          |                  |             |                       |           |
|  | al Liabilities                                 | oyinent or   | unus           |          |                  | Total Ass   | sets                  |           |
| 41   | 2,702,148                                      |              | ]              |          |                  | 410,239,    |                       |           |
| 0  |  |              | J              |          |                  |             |                       |           |
| Sources of Funds   | l' Ol A  |              |                | <u> </u> | 0.0              |             | 0 11                  |           |
| Paid Up Capital inclu  |  | pplication M | oney           |          | & Surplus        |             | Secured Loans         |           |
| 23,6   | 10,600   |              |                | 218,19   | 2,833            |             | 38,487,315            |           |
| Unsecured Loan   | S  |              | Deferred Tax L | iability |                  |             |                       |           |
| 79,643,900   |  |              | 0              |          |                  |             |                       |           |
| Application of Funds   |  |              |                |          |                  |             |                       |           |
| Net Fixed As   | ssets  | Invest       | ments          |          | Net Current      | Assets      | Deferred <sup>1</sup> | Tax Asset |
| 16,465,213   |  |              | ,606,156       |          | 142,400,2        |             | 2,463,0               |           |
|  |  |              |                |          | , ,              |             | , ,                   |           |
| Accumulate   | d Losses                                       | Miscellane   | eous Expendit  | ture     |                  |             |                       |           |
| -  |  | -            |                |          |                  |             |                       |           |
|  |  |              |                |          |                  |             |                       |           |
| IV. Performance of the control of th | ompany   | Total Ex     | kpenditure     | +,       | /- Profit after  | Tax         | +/- Profit afte       | er Tax    |
| 168,679,299  | <u>.                                      </u> |              | 631,103        |          |                  |             | + 38,935              |           |
| 100,070,200  |  |              |                |          | 40,040,1         | -           | ]                     | ,120      |
| Earnings per sha   | re in Rs.                                      | Divider      | nd @ 12.5%     |          |                  |             |                       |           |
| 3.21   |  | 4,893        | 3,366          |          |                  |             |                       |           |
|  |  |              |                |          |                  |             |                       |           |
| V. Generic names of t  |  | al products  | of the comp    | oany     |                  |             |                       |           |
| (As per monetary te  |  |              |                |          |                  |             |                       |           |
| Item no. ITC Cod   | е  | 85,249,113   |                | Product  | Description      | Comp        | uter Software an      | d Service |
|  |  |              |                |          |                  |             |                       |           |
| E.A. Patil & Associates  |  |              |                |          |                  |             |                       |           |
| rtered Accountants<br>n Registration No. 117371\   | V  |              |                | For      | and on behalf of | f the Board | of Directors          |           |
| E.A. Patil   |  |              |                | Alol     | Pathak           |             | Mohan Nata            | rajan     |
| tner   |  |              |                | Man      | aging Director   |             | Director              |           |
| mbership No: 031979  |  |              |                | Swa      | pna Sawant       |             |                       |           |
| vi Mumbai<br>h May, 2011   |  |              |                |          | pany Secretary   |             |                       |           |



Consolidated Auditor's Report & Financials FY 2010-11

# Consolidated Auditor's Report

#### Auditor's report on Consolidated financial statements

To the Members of

#### **Prism Informatics Limited**

We have examined the attached Consolidated Balance Sheet of Prism Informatics Limited ("the Company") and its subsidiaries as at 31st March 2011 and the Consolidated Profit and Loss Account for the year ended on that date annexed thereto, and the Consolidated Cash Flow Statement for the year ended on that date. These Consolidated financial statements are the responsibility of the Company. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with the auditing standards generally accepted in India. These Standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are prepared, in all material aspects, in accordance with an identified financial reporting framework and are free of material misstatements. An audit includes, examining on a test basis, evidence supporting the amounts disclosed in 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. We believe that our audit provides a reasonable basis for our opinion.

We did not audit the financial statements of the subsidiaries of Prism Informatics Limited whose financial statements reflects total assets of Rs.28,29,04,284 and total revenue of Rs.45,60,61,601 as on March 31st 2011. These financial statements have been audited by other auditors, except in case of Information Management Technology company Ltd. The audit reports of the subsidiaries have been furnished to us, and in our opinion, in so far as, it relates to the amounts included in respect of those associates and subsidiaries, is based solely on the report of other auditors.

In case of Information Management Technology Company Ltd (IMT), the unaudited financial statements having revenue of Rs.89,42,906, Net Profit Rs.14,10,607 and assets Rs.89,20,299 have been reviewed by management.

We report that consolidated financial statement prepared by the company is in accordance with the requirements of Accounting Standards (AS) 21 on, 'Consolidated Financial Statements', issued by the Institute of Chartered Accountants of India in case of consolidation of financial statements is made line by line basis adding together like items of assets, liabilities, income and expenditure, in order that the consolidated financial statement presents financial information about the subsidiary for the entire financial year as that of one single enterprise. In case of IMT, basic pre-requisite conditions mentioned in Accounting Standards (AS) 21, required for consolidation of IMT, we have relied on the management representation. However, attention is invited to Note 22 of Notes to Accounts.

On the basis of information and explanation given to us and on the consideration of the separate audit report on individual audited financial statements of the Company and aforesaid subsidiaries, in our opinion the consolidated financial statements read together with the attached schedules and Note on consolidation and other notes thereon, give the information required by the Companies Act, 1956. Except in case of disclosure of fixed assets, accounts receivable and receivable balances in case of India are subject to confirmation and reconciliation (if any) in the manner so required and present 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 affairs of the Prism Informatics and its subsidiaries as at 31st March 2011;
- b. in the case of the Consolidated Profit and Loss Account, of the profit for the year ended on that date; and
- $c. \quad \text{in the case of the Consolidated Cash Flow Statement, of the cash flows for the year ended on that date.} \\$

For M/s. E.A.Patil & Associates Chartered Accountants Firm Registration No.117371W

CA. E. A. Patil
Partner
Membership No. 031979

Date: 30th May 2011 Vashi. Navi Mumbai

# Consolidated Balance Sheet

as on March 31, 2011 | (Currency: in Indian Rupees)

|   | Note | March 31,2011 | March 31,2010          |
|---|------|---------------|------------------------|
| SOURCES OF FUNDS  |      |               |                        |
| Shareholders' funds                                       |      |               |                        |
| Share capital   | 3    | 22 610 600    | 120.262.200            |
| Share application money                                   | 3    | 23,610,600    | 139,263,300<br>251,953 |
| Reserves and surplus                                      | 4    | 211,346,711   |                        |
| neserves and surplus                                      | 4    |               | 26,128,285             |
|   |      | 234,957,311   | 165,643,538            |
| Minority interest   |      | 5,839,751     | -                      |
| Loan funds  |      |               |                        |
| Secured loans   | 5    | 59,435,047    | _                      |
| Unsecured loans   | 6    | 302,145,641   | 94,561,176             |
| Deferred tax liability                                    | 18   | -             | 199,178                |
| ·   |      | 602,377,750   | 260,403,892            |
| APPLICATION OF FUNDS                                      |      |               |                        |
| Intangible Assets   |      |               |                        |
| Goodwill  |      | 168,210,436   | 55,169,030             |
| Tangible Assets   |      |               |                        |
| Net block of Fixed Assets                                 |      | 18,266,740    | 10,787,116             |
| Investments   | 7    | 25,100        | -                      |
| Deferred tax Asset  | 18   | 2,463,055     | -                      |
| Current assets, loans and advances                        |      |               |                        |
| Inventories   |      | 2,327,216     | 331,586                |
| Sundry debtors  | 8    | 180,985,659   | 54,450,887             |
| Cash and bank balances                                    | 9    | 94,607,855    | 108,889,175            |
| Unbilled revenue  | 10   | 7,884,702     | 712,538                |
| Loans and advances  | 11   | 211,485,628   | 71,784,144             |
|   |      | 497,291,059   | 236,168,330            |
| Less: Current liabilities and provisions                  |      |               |                        |
| Current liabilities                                       | 12   | 79,795,188    | 40,555,706             |
| Provisions  | 13   | 4,083,452     | 6,640,546              |
|   |      | 83,878,640    | 47,196,252             |
| Net current assets  |      | 413,412,418   | 188,972,078            |
| Miscellaneous expenditure (to the extent not written off) | 19   | -             | 5,475,668              |
|   |      | 602,377,750   | 260,403,892            |

The accompanying notes form an integral part of this Balance Sheet As per attached report of even date.

#### For E.A. Patil & Associates

Chartered Accountants Firm Registration No. 117371W For and on behalf of the Board of Directors

CA E.A. Patil

Partner

Membership No: 031979

Navi Mumbai 30th May, 2011 Alok Pathak Mohan Natarajan Managing Director Director

Swapna Sawant Company Secretary

# Consolidated Profit and Loss Account

for the year ended March 31, 2011 | (Currency: in Indian Rupees)

|  | Note | March 31,2011 | March 31,2010 |
|--|------|---------------|---------------|
| Income   |      |               |               |
| Sales and Service Income   |      | 665,826,059   | 82,996,760    |
| Other income   | 14   | 25,663,471    | 2,410,808     |
|  |      | 691,489,530   | 85,407,568    |
| Expenditure  |      |               |               |
| Purchases  |      | 27,585,343    | -             |
| Personnel costs  | 15   | 271,348,028   | 35,562,343    |
| Cost of Sales  |      | 92,506,311    | 9,183,190     |
| Outside Services   |      | 124,102,939   | 17,434,827    |
| Selling, general and administration costs                              | 16   | 130,923,963   | 13,892,228    |
| Interest cost  | 17   | 14,113,656    | 65,582        |
| Depreciation   |      | 4,880,639     | 1,789,792     |
|  |      | 665,460,880   | 77,927,962    |
| Profit for the year before prior period items and taxation             |      | 26,028,650    | 7,479,606     |
| Profit for the year before taxation                                    |      | 26,028,650    | 7,479,606     |
| Provision for taxation - Current tax                                   | 18   | 11,522,226    | 2,324,770     |
| Deferred tax income  | 18   | (2,480,811)   | (10,789)      |
| Transfer to Minority interest  |      | 7,894,954     | -             |
| Profit for the year after taxation                                     |      | 9,092,281     | 5,165,624     |
| Profit and loss account, brought forward                               |      | 3,850,956     | 881,236       |
| Amount available for appropriation                                     |      | 12,943,237    | 6,046,860     |
| Transfer to General Reserve  |      | 3,893,512     | -             |
| Interim Equity Dividend  |      | 4,893,366     | 630,000       |
| Proposed Dividend On Equity  |      | 1,799,275     |               |
| Preference Dividend  |      | 107,062       | 1,253,135     |
| Tax on Dividend  |      | 1,129,361     | 312,769       |
| Profit and loss account, carried forward                               |      | 1,120,661     | 3,850,956     |
| Earnings per equity share of Re. 1 each (Refer Accounting Policy 2.10) |      |               |               |
| - Basic  |      | 0.74          | 0.59          |
| - Diluted  |      | 0.66          | 0.38          |
| Weighted average number of equity shares outstanding during the year   |      |               |               |
| - Basic  |      | 12,105,150    | 6,300,000     |
| - Diluted  |      | 14,551,493    | 9,769,200     |

The accompanying notes form an integral part of this Balance Sheet As per attached report of even date.

#### For E.A. Patil & Associates

Chartered Accountants Firm Registration No. 117371W For and on behalf of the Board of Directors

CA E.A. Patil

Partner

Membership No: 031979

Navi Mumbai 30th May, 2011 **Alok Pathak** Managing Director **Mohan Natarajan** Director

Swapna Sawant Company Secretary

# Consolidated Cash Flow Statement

for the year ended March 31, 2011 | (Currency: in Indian Rupees)

|  | March 31,2011 | March 31,2010 |
|--|---------------|---------------|
| Cash flows from operating activities                 |               |               |
| (Loss)/Net Profit before tax                         | 26,028,650    | 7,479,605     |
| Adjustments for                                      | 20,020,000    | 7,170,000     |
| Depreciation and amortisation                        | 4,880,639     | 1,789,792     |
| (Profit)/Loss on sale of fixed assets                | -             | 21,576        |
| Miscellaneous expenditure written off                | 2,259,221     | 693,304       |
| Debtor written off                                   |               | 683,846       |
| Unrealised exchange differences                      | 8,448,949     | 278,971       |
| Interest income                                      | (21,371,151)  | (187,171)     |
| Interest expense                                     | 7,257,863     | 65,582        |
| Operating profit before working capital changes      | 27,504,172    | 10,825,506    |
| operating profit before from ing expital changes     | 27,001,112    | 10,020,000    |
| (Increase) / Decrease in working capital             |               |               |
| Inventories  | (1,995,630)   | (331,586)     |
| Sundry debtors                                       | (136,696,995) | (52,442,752)  |
| Unbilled revenue                                     | (7,172,164)   | (712,538)     |
| Loans and advances                                   | (144,799,462) | (58,069,535)  |
| Prov for expenses                                    | (2,557,094)   | 24,053,807    |
| Other Current liabilities and provisions             | (7,432,885)   | 18,227,421    |
| Net change in working capital                        | (300,654,230) | (69,275,183)  |
| Cash generated/used in from operations               | (273,150,058) | (58,449,677)  |
| Income tax paid                                      | (12,270,132)  | 11,595,913    |
| Net Cash provided by operating activities            | (285,420,190) | (70,045,591)  |
| Cash flows from investing activities                 |               |               |
| Purchase of fixed assets                             | (12,360,263)  | (12,564,306)  |
| Purchase of investments                              | (71,856,585)  | (55,169,030)  |
| Sale of non trade investments                        | -             | 996,939       |
| Proceeds from sale of fixed assets                   | _             | 51,647        |
| Purchase of Goodwil                                  | (2,900,000)   | 31,047        |
| Interest received                                    | 21,371,151    | 187,171       |
| Net Cash used by investing activities                | (65,745,697)  | (66,497,578)  |
|  |               |               |
| Cash flows from financing activities                 | 44 050 507    | 100 015 050   |
| (Repayment)/Proceeds from issuance of share capital  | 11,856,527    | 133,215,253   |
| Proceeds from borrowings - unsecured loan (net)      | 273,188,019   | 94,561,176    |
| Proceeds from borrowings - secured loan (net)        | 59,435,047    | (0.100.0=3)   |
| Share issue exp                                      | -             | (6,168,973)   |
| Dividend paid  | (7,902,010)   | -             |
| interest Paid  | (7,257,863)   |               |
| Increase/(Decrease) in Foregin tansaction reserve    |               | (146,672)     |
| Increase/(Decrease) in Capital reserve               | 7,564,848     | 14,678,003    |
| Net Cash provided by financing activities            | 336,884,567   | 236,073,205   |
| Net increase in cash and cash equivalents            | (14,281,320)  | 99,530,037    |
| Cash and cash equivalents at beginning of the period | 108,889,175   | 9,359,138     |
| Cash and cash equivalents at end of the period       | 94,607,855    | 108,889,175   |
| Net increase/(decrease) in Cash and Cash equivalents | ,,            | . 22,000, 170 |

# Consolidated Cash Flow Statement (Continued)

for the year ended March 31, 2011 | (Currency: in Indian Rupees)

|                              | March 31,2011 | March 31,2010 |
|------------------------------|---------------|---------------|
|                              |               |               |
| Cash and Cash Equivalent     |               |               |
|                              |               |               |
| Cash in hand                 | 94,607,855    | 127,325       |
| Balance with scheduled banks |               |               |
| - in current accounts        | -             | 108,761,850   |
|                              | 94,607,855    | 108,889,175   |

The accompanying notes form an integral part of this Balance Sheet As per attached report of even date.

#### For E.A. Patil & Associates

Chartered Accountants Firm Registration No. 117371W

For and on behalf of the Board of Directors

CA E.A. Patil **Alok Pathak** Mohan Natarajan Partner Managing Director Director Membership No: 031979

Navi Mumbai Swapna Sawant

30th May, 2011 Company Secretary

# Notes to the consolidated financial statements

for the year ended March 31, 2011 | (Currency: in Indian Rupees)

#### 1 Background

Prism Informatics (PRISMINFO), incorporated in 1983, is engaged in software development. Earlier known as Aakruti Holdings, it got its present name on Nov. 11, 2005. Specializing in web technologies, application development, mobile computing and systems programming, company focus has been on delivering cutting edge software solutions coupled with building client relationships. It has affiliations with leading companies like Elance, Palm, Handspring, ProSavvy, Square Trade and Oracle among others.

The figures in the consolidated Balance sheet representing Prism Inc., Delaware, Prism PTE & Prism Informatics Europe Group operating outside India and are converted into Indian Rupees. The figures in profit & loss Account for the period April 10 to March 11 have been converted at the average INR rate for the financial year ending March 31, 2011. The figures in Balance Sheet have been converted at closing INR rate for the financial year ending March 31, 2011.

#### 2 Significant accounting policies

#### 2.1 Basis of preparation of consolidated financial statements

The accompanying consolidated financial statements have been prepared in compliance with the requirements of the Companies Act, 1956, and Generally Accepted Accounting Principles ('GAAP') in India, under the historical cost convention. GAAP comprises mandatory accounting standards as specified in the Companies (Accounting Standards) Rules, 2006 issued by the Central Government, in consultation with National Advisory Committee on Accounting Standards ('NACAS') and relevant provisions of Companies Act, 1956, to the extent applicable.

The preparation of the consolidated financial statements in accordance with generally accepted accounting principles requires that management makes estimates and assumptions that affect the reported amount of assets and liabilities and disclosure of contingent liabilities as of the date of financial statements and the reported amounts of revenue and expenses during the reporting period. Management believes that the estimates used in the preparation of financial statements are prudent and reasonable. Actual results could differ from these estimates. Any revision to accounting estimates is recognised prospectively in the current and future periods.

The company has following subsidiaries which form part of the consolidation.

| Name of the Subsidiary  | Country of<br>Incorporation | % Shareholding |
|---|-----------------------------|----------------|
| Prism Informatics Inc   | USA                         | 100%           |
| TLC Technologies, Inc. (Acquired under Prism Informatics Inc)   | USA                         | 51%            |
| Prism Informatics Pte. Ltd.   | Singapore                   | 100%           |
| Prism Informatics (Thailand) Co., Ltd. (Acquired under Prism Informatics Pte. Ltd.)                       | Thailand                    | 100%           |
| Information Management Technologies Co. Ltd. ((Acquired under Prism Informatics Pte. Ltd. (Refer Note 21) | Kingdom of<br>Saudi Arabia  | 51%            |
| Prism Informatics Europe AG   | Switzerland                 | 100%           |
| Prism Informatics Schweiz GmbH  | Switzerland                 | 100%           |
| Prism Informatics Deutschland GmbH  | Germany                     | 100%           |

These consolidated fiancials statements are prepared in accordance with the principles and procedures prescribed by Accounting Standard 21 - "Consolidated Financial Statements" (AS-21) for the purpose of preparation and presentation of consolidated financial statements

The financial statements of the parent Company and its subsidaries have been combined on a line-by-line basis by adding together the book values of like items of assets, liabilities, income and expenses after eliminating intra-group balances/transactions and resulting unrealised profits in full. Unrealised losses resulting from intra-group transactions have also been eleminated unless cost cannot be recovered in full. In case of subsidiaries acquired during the financial year, income and expenses have been considered from the date of acquisition.

#### 2.2 Fixed assets and depreciation

#### Tangible assets

Fixed assets are stated at cost less accumulated depreciation. Cost includes inward freight, duties, taxes and incidental expenses related to acquisition and installation of the asset. Depreciation provided on Written Down Value (WDV') is based on the estimated useful lives of the assets as determined by the management. For additions and disposals, depreciation is provided pro-rata for the period of use.

In case of entities outside India, assets has been consolidated at historical cost less Accumulated depreciation. Depreciation is calculated as per the rates prevailing in the concerned countries.

#### Intangible assets

Intangible assets are amortized over their respective individual estimated useful lives on a straight line basis. Intangible assets comprise Goodwill, which is not being amortized.

for the year ended March 31, 2011 | (Currency: in Indian Rupees)

#### 2.3 Impairment of assets

The Company assesses at each balance sheet date whether there is any indication that an asset may be impaired. If any such indication exists, the Company estimates the recoverable amount of the asset. If such recoverable amount of the asset or the recoverable amount of the cash generating unit which the asset belongs to, is less than its carrying amount, the carrying amount is reduced to its recoverable amount. The reduction is treated as an impairment loss and is recognised in the profit and loss account. If at the balance sheet date there is an indication that a previously assessed impairment loss no longer exists, the recoverable amount is reassessed and the asset is reflected at the recoverable amount subject to a maximum of depreciable historical cost.

#### 2.4 Goodwill

#### Goodwill on standalone

In case of business acquisition the amount paid towards business relationship has been recognised as goodwill.

#### Goodwill on consolidation

The excess of the cost of the Holding Company of its investment in subsidaries over the Holding Company's portion of equity in the subsidaries, at the respective dates on which investments in subsidaries were made, is recognised in the consolidated financial statements as Goodwill. The holding company's portion of equity in the subsidaries is determined on the basis of the book value of the acquired assets and liabilities as per the financial statements of the subsidaries as on the date of investment.

The goodwill recorded in these consolidated financial statements has not been amortised but instead evaluated for impairment. The Group evaluates the carrying amount of its goodwill whenever events or changes in circumstances indicate that its carrying amount may be impared.

#### 2.5 Leases

In accordance with Accounting Standard 19 "Accounting for leases", lease arrangements, where the risks and rewards incidental to ownership of an asset substantially vests with the lessor, are recognised as operating leases. Lease payments under operating lease are recognised as an expense in the profit and loss account.

#### 2.6 Revenue and cost recognition

The Company derives its revenues primarily from software technology and IT enabled services. Revenue from time-and-material contracts is recognised as related services are rendered. Revenue from fixed-price contracts is recognised on a percentage of completion basis, measured by the percentage of costs incurred to-date to estimated total costs for each contract. This method is used because management considers costs to be the best available measure of progress on these contracts. In case of sale of software, revenue is recognised when right to use the software is transferred to the customer.

The asset "Unbilled revenue", represents revenues recognised in excess of amounts billed. These amounts are billed after the milestones as confirmed by the management.

Revenue from maintenance contracts is recognised ratably over the term of maintenance.

Warranty costs on sale of services are accrued based on management's estimates and historical data at the time related revenues are recorded.

### 2.7 Foreign currency transactions

Transactions in foreign currency are recorded at the exchange rate prevailing on the date of the transaction. Foreign currency denominated monetary assets and monetary liabilities at the year end are translated at the year-end exchange rate. Exchange rate differences resulting from foreign exchange transactions settled during the year, including year-end translation of monetary assets and liabilities are recognised in the profit and loss account.

#### 2.8 Investments

Long-term investments are stated at cost, and provision for diminution is made when, in the management's opinion, there is a decline, other than temporary, in the carrying value of such investments. Current investments are carried at lower of cost and fair value.

### 2.9 Taxation

Income tax expense comprises current tax expense and deferred tax expense or credit computed in accordance with the relevant provisions of the Income Tax Act, 1961. Provision for current taxes is recognised under the taxes payable method based on the estimated tax liability computed after taking credit for allowances and exemptions in accordance with the Indian Income tax Act, 1961.

In case of entities situated outside india Current and Deffered tax is calculated as per the law prevailing in that entities.

Deferred tax assets and liabilities are recognised for the future tax consequences attributable to timing differences that result between the profits offered for income taxes and the profits as per the financial statements of the Company. Deferred tax assets and liabilities are measured using the tax rates and the tax laws that have been enacted or substantively enacted by the balance sheet date. The effect on deferred tax assets and liabilities of a change in tax rates is recognised in the period that includes the enactment rate. Deferred tax assets in respect of carry forward losses are recognised only to the extent that there is virtual certainty that sufficient future taxable income will be available against which such deferred tax asset can be realised. Other deferred tax assets are recognised only if there is a reasonable certainty that sufficient future taxable income will be available against which such deferred tax assets can be realised. Deferred tax assets are reviewed as at each balance sheet date and written down or written-up to reflect the amount that is reasonably / virtually certain (as the case may be) to be realised.

#### 2.10 Earnings per share

The basic earnings per share is computed by dividing the net profit attributable to the equity shareholders for the year by the weighted average number of equity shares outstanding during the year. Diluted earnings per share is computed using the weighted average

for the year ended March 31, 2011 | (Currency: in Indian Rupees)

number of equity shares and also the weighted average number of equity shares that could have been issued on the conversion of all dilutive potential equity shares. The dilutive potential equity shares are adjusted for the proceeds receivable, had the shares been actually issued at fair value. Dilutive potential equity shares are deemed converted as of the beginning of the year, unless they have been issued at a later date.

#### 2.11 Provisions and contingent liabilities

The Company creates a provision when there is present obligation as a result of a past event that probably requires an outflow of resources and a reliable estimate can be made of the amount of the obligation. A disclosure for a contingent liability is made when there is a possible obligation or a present obligation that may, but probably will not, require an outflow of resources. When there is a possible obligation or a present obligation in respect of which the likelihood of outflow of resources is remote, no provision or disclosure is made.

Provisions are reviewed at each balance sheet date and adjusted to reflect the current best estimate. If it is no longer probable that an outflow of resources would be required to settle the obligation, the provision is reversed.

Contingent assets are not recognised in the financial statements. However, contingent assets are assessed continually and if it is virtually certain that an inflow of economic benefits will arise, the asset and related income are recognised in the period in which the change occurs.

#### 2.12 Miscellaneous expenditure (to the extent not written off)

During the Financial Year the Company has adjusted expenditure incurred towards issue of Compulsorily Convertible Preference shares and Compulsorily Convertible Debentures which are converted into equity shares against Security Premium.

### 3.0 Share capital

|  | March 31,2011 | March 31,2010 |
|--|---------------|---------------|
| Authorised   |               |               |
| 17,500,000 (2010 : 1,750,000) Equity Shares of Re. 1/- each (2010 : Rs. 10/- each)   | 17,500,000    | 17,500,000    |
| 2,000,000 (2010 : 2,000,000) Non Cumulative Compulsorily Convertible Preference Shares of Rs 100/- each  | 200,000,000   | 200,000,000   |
|  | 217,500,000   | 217,500,000   |
| Issued, subscribed and paid - up   |               |               |
| 14,394,200 (2010 : 6,30,000) Equity shares of Re. 1/- each (2010 : Rs. 10/- each) fully subscribed and paid up   | 14,394,200    | 6,300,000     |
| 92,164 8% Non Cumulative Compulsorily Convertible Preference<br>Shares series II of Rs. 100 each* (2010 : 1,39,633 4%<br>Non Cumulative Compulsorily Convertible 2010 Preference Shares) | 9,216,400     | 132,963,300   |
|  | 23,610,600    | 139,263,300   |

The company has split its equity shares face value from Rs. 10 each to Re. 1 each on 7th January, 2011.

Before split up in value of equity share, the compulsorily convertible preference shares have been converted into 664816 equity share of Rs. 10 each. And Compulsorily Convertible Debentures have been converted into 144604 equity shares of Rs. 10 each.

\*Compulsorily Convertible Preference Shares Series II of Rs. 100 each are expected to get converted into equity shares by 6th August, 2012.

for the year ended March 31, 2011 | (Currency: in Indian Rupees)

## 4 Reserves and surplus

|  | March 31,2011 | March 31,2010 |
|--|---------------|---------------|
|  |               |               |
| General reserve                                  |               |               |
| - Balance brought forward                        | 7,746,000     | 7,746,00      |
| - Additions during the year                      | 3,893,512     |               |
| - Reduction during the year                      | (5,084,832)   |               |
|  | 6,554,680     | 7,746,00      |
| Capital reserve                                  | 14,678,003    | 14,678,00     |
| Statutory Reserve                                | 7,564,848     |               |
| Foreign currency translation reserve             | -             | (146,672      |
| Security Premium                                 | 181,428,519   |               |
| Profit and loss account, balance carried forward | 1,120,661     | 3,850,95      |
|  | 211,346,711   | 26,128,28     |

#### 5 Secured loans

|                 | March 31,2011 | March 31,2010 |
|-----------------|---------------|---------------|
|                 |               |               |
| Bank Overdraft  | 38,487,315    | -             |
| Lines of Credit | 20,947,732    | -             |
|                 | 59,435,047    | -             |

#### Nature of security

Bank overdraft is secured against hypothecation of book debts, stock, other receivables

## 6 Unsecured loans

|                                 | March 31,2011 | March 31,2010 |
|---------------------------------|---------------|---------------|
|                                 |               |               |
| CCD Application Money           | -             | 41,573,242    |
| Loan from owner of IMT          | 61,967,724    | -             |
| Loan from Related Entities      | 51,540,838    | -             |
| 12% Debentures (CCD Series II)* | 28,224,200    | -             |
| Other unsecured loans           | 160,412,879   | 52,987,934    |
|                                 | 302,145,641   | 94,561,176    |

<sup>\*</sup>Expected date of conversion in equity shares is 07th Aug, 2012.

### 7 Investments

|  | March 31,2011 | March 31,2010 |
|--|---------------|---------------|
|  |               |               |
| Long term (Unquoted, at cost)  |               |               |
|  |               |               |
| 100 (2010:Nil) equity shares of Re. 1/- each fully paid of Idhasoft Ltd. |               |               |
| Saraswat Co-Op Bank Ltd.   | 100           |               |
|  | 25,000        |               |
| Aggregate value of unquoted investments                                  |               |               |
|  | 25,100        |               |

(Refer Note 25 for number of units purchased and sold during the year)

for the year ended March 31, 2011 | (Currency: in Indian Rupees)

### 8 Sundry debtors (Unsecured)

|                                      | March 31,2011 | March 31,2010 |
|--------------------------------------|---------------|---------------|
|                                      |               |               |
| Debtors                              | 181,798,780   | 54,450,887    |
|                                      | 181,798,780   | 54,450,887    |
| Less: Provision for doubtful debtors | 813,122       | -             |
|                                      | 180,985,659   | 54,450,887    |

#### 9 Cash and bank balances

|                               | March 31,2011 | March 31,2010 |
|-------------------------------|---------------|---------------|
|                               |               |               |
| Cash in hand                  | 20,138,742    | 127,325       |
| Balances with scheduled banks | 69,465,359    | 108,761,850   |
| Book Overdraft                | (7,870,874)   | -             |
| Fixed Deposit with Bank       | 12,874,628    | -             |
|                               | 94,607,855    | 108,889,175   |

#### 10 Unbilled Revenue

|                  | March 31,2011 | March 31,2010 |
|------------------|---------------|---------------|
|                  |               |               |
| Unbilled Revenue | 7,884,702     | 712,538       |
|                  | 7,884,702     | 712,538       |

#### 11 Loans and advances

(Unsecured and considered good)

|                          | March 31,2011 | March 31,20 |
|--------------------------|---------------|-------------|
|                          |               |             |
| Loan to Related Entities | 130,140,654   | 42,662,3    |
| Loan to Employees        | 148,250       |             |
| Loan to subsidiaries*    | 127,757       |             |
| Loan to Director         | -             | 4,170,0     |
| Taxes paid in advance    | -             | 2,365,9     |
| Advances to Employees    | -             | 353,4       |
| Prepaid Expenses         | 8,070,341     | 1,937,0     |
| Deposits                 | 4,149,460     |             |
| Interest receivable      | 19,166,446    |             |
| STL-SHC                  | 36,206,261    |             |
| Loan to Others           | 13,222,345    | 7,678,2     |
| Other Currrent Assets    | 254,114       | 2,583,      |
| VAT Receivables          | -             | 366,8       |
| TDS Receivables          | -             | 9,667,      |
|                          | 211,485,628   | 71,784,1    |

The Company has entered in Fiancial transaction with Aravandrud Capital and gave loan of Rs. 13,650,00 (USD 30,000) against Personal Guarantee of Mr.Arvind by way of Post dated cheque of equivalent amount. The Company exercised its right of Guarantee and deposited the cheque for encashment, which was not honoured by bank. The Company has filed a suit under Section 138 of Negotiable Instrument Act, 1881. As per management the said amount is fully recoverable.

for the year ended March 31, 2011 | (Currency: in Indian Rupees)

### 12 Current liabilities

|                                    | March 31,2011 | March 31,2010 |
|------------------------------------|---------------|---------------|
|                                    |               |               |
| Provision for expenses             | 37,081,398    | 12,507,52     |
| Sundry creditors (Refer Note 24)   | 21,914,717    | 11,942,51     |
| Other Current Liabilities          | 100           | 11,987,21     |
| Advance Payable to Others          | -             | 790,32        |
| Advance payable to Holding company | -             | 1,225,58      |
| Salaries Payable                   | 5,017,659     |               |
| Unearned Income                    | 1,532,489     | 219,40        |
| Proposed Dividend                  | 1,799,275     | 630,00        |
| Dividend on preference shares      | 107,062       | 1,253,13      |
| Advance from customer              | 1,111,478     |               |
| Interest Payable                   | 2,392,837     |               |
| Payable to previous owner          | 8,838,174     |               |
|                                    | 79,795,188    | 40,555,70     |

#### 13 Provisions

|                                  | March 31,2011 | March 31,2010 |
|----------------------------------|---------------|---------------|
|                                  |               |               |
| Provision for Gratuity           | 176,160       | -             |
| Provision for Leave Encashment   | 616,226       | -             |
| Provision for income tax         | 266,773       | 3,380,677     |
| Provision for Service Tax        | 1,183,003     | -             |
| Dividend tax                     | 316,620       | 312,769       |
| Profession Tax Payable           | 32,324        | -             |
| VAT Payable                      | 406,641       | 287,795       |
| TDS Payable                      | 1,082,704     | 2,659,305     |
| Provision for Fringe benefit tax | 3,000         | -             |
|                                  | 4,083,452     | 6,640,546     |

### 14 Other income

|                           | March 31,2011 | March 31,2010 |
|---------------------------|---------------|---------------|
|                           |               |               |
| Interest on bank deposits | 397,658       | 187,171       |
| Interest - Others         | 20,973,493    | -             |
| Miscellaneous income      | 4,292,320     | 2,223,637     |
|                           | 25,663,471    | 2,410,808     |

#### 15 Personnel costs

|  | March 31,2011 | March 31,2010 |
|--|---------------|---------------|
|  |               |               |
| Salaries, bonus and allowances, including overseas employee expenses | 255,102,402   | 34,450,940    |
| Consultancy Fees   | 13,508,503    | 665,349       |
| Gratuity   | 452,050       | -             |
| Leave Encashment   | 616,226       | -             |
| Staff welfare  | 1,668,847     | 446,054       |
|  | 271,348,028   | 35,562,343    |

for the year ended March 31, 2011 | (Currency: in Indian Rupees)

### 16 Selling, general and administration costs

|  | March 31,2011 | March 31,2010 |
|--|---------------|---------------|
| Devid                                      | 40.040.040    | 4 000 50      |
| Rent                                       | 18,313,319    | 1,099,58      |
| Travel and conveyance                      | 34,352,536    | 4,420,00      |
| Communication Expenses                     | 3,572,564     | 470,45        |
| Legal and professional fees                | 6,426,067     | 282,13        |
| Consultancy Charges                        | -             | 1,240,31      |
| Commission                                 | 1,715,778     |               |
| Advertisement and publicity                | 2,750,017     | 311,99        |
| Subscription, registration and license fee | 5,977,214     |               |
| Auditor's remuneration                     | 950,393       | 346,00        |
| Sundry Balances written off                | -             | 683,84        |
| Printing and stationery                    | 384,329       | 17,64         |
| Training Fees                              | -             | 14,62         |
| Loss on sale of asset                      | -             | 21,57         |
| Business Development Expenses              | 15,501,852    | 5,00          |
| Electricity                                | 544,707       | 125,34        |
| Office expenses                            | 20,266,945    | 879,74        |
| Repairs and maintenance                    | 2,815,935     | 341,20        |
| Insurance                                  | 2,610,929     | 57,53         |
| Bank charges & commission                  | 457,690       | 124,03        |
| Preliminary expenses written off *         | -             | 693,30        |
| Directors Remuneration                     | -             | 44,27         |
| Foreign exchange loss/(gain), net          | 8,448,949     | 278,97        |
| Miscellaneous expenses                     | 87,549        | 2,439,63      |
| Allocated Exp                              | 2,259,221     |               |
| Rates and taxes                            | 3,204,300     |               |
| Selling, general and administration costs  | 283,669       |               |
|  | 130,923,963   | 13,897,22     |

#### 17 Interest Cost

|                   | March 31,2011 | March 31,2010 |
|-------------------|---------------|---------------|
|                   |               |               |
| Bank Interest     | 2,926,385     | 65,582        |
| Finance Charges   | 6,855,793     | -             |
| Interest on CCD   | 3,513,751     | -             |
| Interest - Others | 817,727       | -             |
|                   | 14,113,656    | 65,582        |

#### 18 Taxes

|    |   | March 31,2011 | March 31,2010 |
|----|---|---------------|---------------|
| ۵) | Description for the company and the of the fellowing. |               |               |
| a) | Provision for tax expense consists of the following:  |               |               |
|    | Current taxes   | 11,522,226    | 2,324,770     |
|    |   | 11,522,226    | 2,324,770     |
|    | Deferred tax expense / (credit)                       | (2,480,811)   | (10,789)      |
|    | 200.100 (at 6.1,001.00 / (0.00.1,)                    | (=,100,011)   | (10,100)      |
|    |   | 14,003,037    | 2,313,981     |

for the year ended March 31, 2011 | (Currency: in Indian Rupees)

#### 18 Taxes (continued..)

| The significant components of deferred tax asset and liability consists of the |           |       |
|--|-----------|-------|
| following:   |           |       |
| Depreciation   | 204,085   | 6,9   |
| Provision for leave encashment and gratuity                                    | 257,090   | 0,0   |
| Provision for Rent Equilisation (AS-19)  | 369,813   |       |
| Short term capital loss  | 1,649,823 |       |
| Opening Deferred tax liability   | (17,756)  | (24,6 |
| Total Deferred Tax Liability   | 2,463,055 | (17,7 |

#### 19 Miscellaneous expenditure (to the extent not written off)

|                          | March 31,2011 | March 31,2010 |
|--------------------------|---------------|---------------|
|                          |               |               |
| Set Up Cost              | -             | 4,192,187     |
| Share allotment expenses | -             | 1,283,481     |
|                          | -             | 5,475,668     |

#### 20 Auditor's remuneration

|   | March 31,2011 | March 31,2010 |
|---|---------------|---------------|
|   |               |               |
| Remuneration to auditors consists of the following: |               |               |
| Audit fees  | 215,000       | 215,000       |
| Tax audit fees                                      | 35,000        | 35,000        |
| Other services                                      | 156,500       | 96,000        |
| Global Auditors'                                    | 543,893       | -             |
|   | 950,393       | 346,000       |

#### 21 Goodwill

|                                   | March 31,2011 | March 31,2010 |
|-----------------------------------|---------------|---------------|
| Goodwill on Business Acquisitions | 15,047,307    | 8,289,901     |
| Goodwill on consolidation         | 153,163,129   | 46,879,129    |
|                                   | 168,210,436   | 55,169,030    |

### 22 Note on Acquisition of Information Management Technology Company Ltd:

- a) Mr. Jassim Mohamed Salem Al-suwaidi, Chairman & CEO of Al-Suwaidi Holding Company has provided an undertaking dated March 13, 2011 to effect the transfer of 51% holding of Information Management Technology Company Ltd ("IMT") in the name of Prism Informatics Pte Limited.
- b) The Assets and Liabilities prior to the date of acquisition have not been acquired by Prism Informatics Pte. Limited Singapore. At the time of consolidation, liability to the effect of Rs. 61,974,127 (SAR 5,134,559) has been provided in the financial statement of IMT for disclosure purpose. These financial statements have been certified by the nominated board of directors of IMT on May 20, 2011.
- c) Prism Informatics Pte. Limited Singapore has agreed to a fair value of IMT at USD 500,000 as on the date of amended SPA and has made provision of USD 255,000 for 51%. Prism informatics Pte. Limited Singapore shall pay 80% of new net income of IMT towards this liability on or before December 31, 2014. In the event of non payment of USD 255,000 to Al-Suwaidi Holding Company till December 31, 2014, Prism Informatics Pte. Limited Singapore shall have an option either to pay-up the short fall or surrender proportionate holding of IMT shares free from all encumbrances and the indemnities along with all rights and interest of any nature to Al-Suwaidi Holding Company.
- d) Shares of IMT acquired by Prism Informatics Pte. Limited Singapore shall be locked in and non transferable up to December 31st, 2014. Further, Prism Informatics Pte. Limited Singapore has agreed to waive the right to receive all dividends, distributions or any return of capital declared, paid or made by IMT till the aforementioned 51 % of the fair value is paid to Al-Suwaidi Holding Company.
- e) The company is in further negotiation with Information Management Technology Company Ltd. for certain clauses indicated in SPA, these clauses may influence acquisition liability. Any such changes shall be incorporated in Financial Statement in the year in which they are agreed upon by the parties.

for the year ended March 31, 2011 | (Currency: in Indian Rupees)

#### 23 Related party transactions

a) Names of related parties and nature of relationship where control exists

| Sr. No. | Category of related parties       | Names                          |
|---------|-----------------------------------|--------------------------------|
| 1       | Key management personnel          | 1) Alok Pathak                 |
|         |                                   | 2) Dr. Nirmal Jain             |
|         |                                   | 3) Dr. Ajay Sharma             |
|         |                                   | 4) Mohan Natarajan             |
|         |                                   |                                |
| 2       | Parties with substantial interest | 1) Finasys Consultants Pvt Ltd |
|         |                                   | 2) Idhasoft Limited            |

#### b) Related party transactions

| Nature of the transaction                           |                   | Key management personnel |                   | Parties with<br>substantial interest |  |
|---|-------------------|--------------------------|-------------------|--------------------------------------|--|
| Transactions during the year ended 31st March, 2011 | March 31,<br>2011 | March 31,<br>2010        | March 31,<br>2011 | March 31,<br>2010                    |  |
| Investments purchased                               | -                 | -                        |                   | -                                    |  |
| Sale of investments                                 | -                 | -                        |                   | -                                    |  |
| Reimbursement of expenses                           | 93,095            | -                        | -                 | 26,819                               |  |
| Loans received                                      | -                 | -                        |                   | -                                    |  |
| Loans repaid  | -                 | -                        | 86,382            | -                                    |  |
| Sale of asset                                       | -                 | -                        | -                 | -                                    |  |
| Service income                                      | -                 | -                        | -                 | 4,699,992                            |  |
| Purchases of licences                               | -                 | -                        |                   | -                                    |  |
| Remuneration paid                                   | -                 | 44,275                   | 2,439,104         | -                                    |  |
| Sitting fees paid                                   | -                 | -                        | -                 | -                                    |  |
| Balance as at 31 March                              |                   |                          | -                 |                                      |  |
| Investments   | -                 | -                        |                   | -                                    |  |
| Debtors   | -                 | -                        |                   | -                                    |  |
| Creditors   | -                 | -                        |                   | -                                    |  |
| Loans payable                                       | -                 | -                        | 343,765           | -                                    |  |
| Loans to subsidiaries                               | -                 | -                        | -                 | -                                    |  |
| Advances payable                                    | -                 | _                        | -                 | -                                    |  |
| Advances recoverable from subsidiaries              | -                 | -                        | -                 | -                                    |  |
| Reimbursement payable                               | -                 | _                        | -                 | -                                    |  |

#### 24 Amounts due to micro, small and medium enterprises

As at 31 March, 2011, the Company has no outstanding dues to any vendors registered with appropriate authority under the Micro, Small and Medium Enterprises Development Act, 2006. There have been no delays in settlement of dues to such vendors, warranting any payment of interest as provided in the above Act (2010: Nil).

#### 25 Summary of investments purchased and sold during the year

Investments purchased during the year ended March 31, 2011

|                                     | Sale Value | Cost of purchase |
|-------------------------------------|------------|------------------|
|                                     |            |                  |
| Investment in subsidiaries          |            |                  |
| Nastek Solutions Pvt Limited, India | 100,000    | 10,120,336       |
|                                     | 100,000    | 10,120,336       |

for the year ended March 31, 2011 | (Currency: in Indian Rupees)

Note 1: Share purchase agreement dated December 01, 2009, states that on May 31, 2010 share holding of Nastek Solutions Pvt Limited has been transferred. In pursuance of the said share purchase agreement, the addendum has been entered on dated March 2, 2011 to transfer net assets of Rs 2,303,207 (Assets Rs 5,104,789 and liabilities Rs 2,801,582). The deficit arising as result of transfer of shareholding along with the above mentioned assets Rs 5,084,832 has been netted off against the reserve.

#### 26 Reconciliation of basic and diluted shares used in computing earnings per share

|   | March 31,2011 | March 31,2010 |
|---|---------------|---------------|
|   |               |               |
| Number of shares considered as basic weighted average shares outstanding    | 12,105,150    | 6,300,000     |
| Add: Effect of dilutive issues of stock options/warrants/preference shares  | 2,446,343     | 3,469,200     |
| Number of shares considered as weighted average shares and potential shares |               |               |
| outstanding   | 14,551,493    | 9,769,200     |

#### 27 Leases

Rent expense for all operating leases for the year ended 31 March 2011 aggregated to Rs. 18,313,318.64 (2010:Rs.243,000)

#### 28 Names of non-scheduled banks, balances at year end and maximum amount of outstanding during the year

|  | March 31,2011 | March 31,2010 |
|--|---------------|---------------|
|  |               |               |
| Axis Bank A/c (909020041819502)*   | (7,870,874)   | 61,394,792    |
| (Maximum balance outstanding during the year: Rs. 61,394,791.88; 2010: Rs.       |               |               |
| 110,869,232.90)  |               |               |
| Axis Bank Ltd - EEFC Account   | 6,340         | 1,522,798     |
| (Maximum balance outstanding during the year: Rs. 2,507,863.14; 2010: Rs.        |               |               |
| 1,564,312.19)  |               |               |
| HSBC Bank A/c No.030-722359-001  | -             | 100,000       |
| (Maximum balance outstanding during the year: Rs. Nil; 2010: Rs. 100,000)        |               |               |
| ICICI Bank A/c No.015105010678   | 915           | 3,000,000     |
| (Maximum balance outstanding during the year: Rs.3,000,000 ;2010: Rs. 3,000,000) |               |               |
|  | (7,863,619)   | 66,017,590    |

# $29 \qquad \text{Loans to subsidiaries under the same management} \\$

|   | March 31,2011 | March 31,2010 |
|---|---------------|---------------|
|   |               |               |
| Loans and advances include loans to subsidiaries under same management under    |               |               |
| section 370 (1) (B) of the Companies Act 1956:                                  |               |               |
| Nastek Solutions Pvt Ltd  | -             | 8,955,00      |
| (Maximum amount outstanding during the year Rs. 68,705,000 2010: Rs. 89,55,000) |               |               |
| Idhasoft Limited  | 95,280,040    |               |
| (Maximum amount outstanding during the year Rs.110,000,000, 2010: Rs. Nil)      |               |               |
|   | 95,280,040    | 8,955,00      |

for the year ended March 31, 2011 | (Currency: in Indian Rupees)

### 30 Supplementary statutory information

|                             | March 31,2011 | March 31,2010 |
|-----------------------------|---------------|---------------|
|                             |               |               |
| (I) Managerial remuneration |               |               |
| Salaries and allowances     | -             | 44,275        |
|                             | -             | 44,275        |

- (a) Provisions for gratuity and leave encashment in respect of Directors are not included above, as actuarial valuation is done on an overall Company basis.
- (b) Computation of net profit in accordance with Section 349 of the Companies Act, 1956 has not been disclosed, as commission by way of percentage of profits is not payable for the year to the Directors.
- (c) Sitting fees paid to non-executive director not included above aggregated Rs. NIL (2010: NIL).

#### 31 Supplementary statutory information

|                                 | March 31,2011 | March 31,2010 |
|---------------------------------|---------------|---------------|
|                                 |               |               |
| (I) Earning in foreign currency |               |               |
| Service income                  | 84,520,508    | 6,286,129     |
| Prior period revenue            | -             | -             |
|                                 | 84,520,508    | 6,286,129     |

#### 32 Employee Benefit Plans

In accordance with The Payment of Grauity Act, 1972, the company has made provision for defined retirement plan covering all employees working under Indian operations. The plan provides lumpsum payment to vested employees at retirement or termination of employment based on the respective employees defined portion of last salary and the years of employment with the company. the contribution is made based upon acturial valuation performed by an actuary. the company has provided Rs. 452050.00/- as current year contribution. the contribution shall be paid to a fund administered by Life Insurance corporation of India.

#### 33 Prior year comparatives

 $Previous\ year\ figures\ have\ been\ appropriately\ reclassified\ to\ conform\ to\ the\ current\ year's\ presentations.$ 

### 34 Segmental information

#### Geographical Segments

As at March 31, 2011 and for the year then ended

| Particulars      | INDIA       | USA         | Europe       | South<br>East Asia |
|------------------|-------------|-------------|--------------|--------------------|
|                  |             |             |              |                    |
| Segment Revenue  | 168,679,299 | 192,291,013 | 142,689,903  | 216,911,170        |
| Segment Results  | 51,913,095  | 216,948     | (22,943,463) | 12,240,258         |
| Capital Employed | 241,803,433 | 26,632,362  | 4,431,648    | 50,053,695         |

#### **CEO/CFO CERTIFICATION:**

# The Board of Directors

#### Prism Informatics Limited

- (a) We have reviewed the financial Statements, read with the cash flow statement of Prism Informatics Limited for the year ended 31st March, 2011 and that to the best of our knowledge and belief, we state that:
  - (i) these statements do not contain any materially untrue statement or omit any material fact or contain statements that might be misleading;
  - (ii) these statements together present a true and fair view of the company's affairs and are in compliance with existing accounting standards, applicable laws and regulations.
- (b) There are, to the best of their knowledge and belief, no transactions entered into by the company during the year which are fraudulent, illegal or violative of the company's code of conduct.
- (c) They accept responsibility for establishing and maintaining internal controls for financial reporting and that they have evaluated the effectiveness of internal control systems of the company pertaining to financial reporting and they have disclosed to the auditors and the Audit Committee, deficiencies in the design or operation of such internal controls, if any, of which they are aware and the steps they have taken or propose to take to rectify these deficiencies.
- (d) They have indicated to the auditors and the Audit committee
  - (i) Significant changes, if any, in internal control over financial reporting during the year;
  - (ii) Significant changes, if any, in accounting policies during the year and that the same have been disclosed in the notes to the financial statements: and
  - (iii) Instances of significant fraud of which they have become aware and the involvement therein, if any, of the management or an employee having a significant role in the company's internal control system over financial reporting.

Date: 30th May, 2011

Place: Navi Mumbai

For Prism Informatics Limited
Alok Pathak
Managing Director

Persons constituting group within the definition of "group" for the purpose of Regulation 3 (1) (e)(i) of the Securities and Exchange Board of India ( Substantial Acquisition of shares and take over ) Regulation, 1997 includes the following:

| Sr. No | Name of Person/Entity | Sr. No | Name of Person/Entity              |
|--------|-----------------------|--------|------------------------------------|
| 01     | Mr. Alok Pathak       | 04     | Mr. Mohan Natarajan                |
| 02     | Mrs. Seema Pathak     | 05     | Dr. Ramesh Subramaniam lyer        |
| 03     | Mr. Christof Anderi   | 06     | Omisha Soft tech Solutions Limited |

# Members Updation Form



### $\label{lem:condition} \textbf{Request to update your email-id for Company records.}$

The Ministry of Corporate Affairs ("MCA") has taken a "Green Initiative in the Corporate Governance" by allowing paperless compliance by companies and has issued a circular on April 21, 2011 stating that the service of document by a company can be made through electronic mode. Keeping in view the underlying theme and the circular issued by MCA, we propose to send documents like the notice calling the annual general meeting, audited financial statements, directors' report, auditors' report etc. in electronic form, to the email address provided by you.

To support this green initiative of the Government in full measure, members who have not registered their e-mail addresses, so far, are requested to register their e-mail addresses, in respect of electronic holdings with the Depository through their concerned Depository Participants. Members who hold shares in physical form are requested to fill this form and register the same with Company's Registrars and Transfer Agents, Sharex Dynamic (India) Private Limited. Postage for sending the feedback form will be borne by the Company.

Thank you,

PRISM INFORMATICS LTD. Shareholder Services

Please print clearly

#### **EMAIL-ID UPDATE FORM**

To.

Prism Informatics Ltd. B-505, BSEL Tech Park, 5th floor, Opp. Vashi Railway Station Sector 30A, Vashi Navi Mumbai-400705 INDIA

| Name of Sole/ First Holder:                 | Folio Number:        |
|---|----------------------|
|   |                      |
| DP ID:                                      | Client ID:           |
| Current Address (street address or P. O. Bo | )x):                 |
| City, State and Zip Code                    |                      |
| Telephone Number:                           | Your E-Mail Address: |
|   |                      |
|   |                      |



POSTAGE WILL BE PAID BY THE ADDRESSEE

# **BUSINESS REPLY ENVELOPE**



PERMIT NO: NMD/BRP/72/2011-2012

Navi Mumbai Division, Panvel - 410206

To,

### **Prism Informatics Limited**

B-505, BSEL Tech Park, 5th floor, opposite Vashi Railway Station Sector 30A, Vashi, Navi Mumbai 400705,

Phone: +91-22-65724261, Fax: +91-22-66096704.

ATTENDANCE SLIP (to be presented at the entrance) 29th ANNUAL GENERAL MEETING ON FRIDAY, AUGUST 12, 2011 AT 11.00 AM (IST) at Four Points Hotel, Near Vashi Railway Station, Vashi, Navi-Mumbai 400 705, India. \_DP ID No.: \_\_\_\_\_Client ID No.: \_\_\_\_ Folio no: \_\_\_ Signature: Name of the member: \_\_\_.Signature:\_\_\_\_\_ Name of the proxyholder: \_\_\_\_ Only Members/Proxyholders can attend the meeting.  $Members/Proxyholders\ should\ bring\ his/her\ copy\ of\ the\ Annual\ Report\ for\ reference\ at\ the\ meeting.$ PRISM INFORMATICS LIMITED Registered Office: B-505, BSEL TechPark, Sector 30-A, Opp. Vashi Railway Station, Vashi, Navi Mumbai- 400 705, India. J. **PROXY FORM** (to be presented at the entrance)

| I/We  |                                 |                 |                                |                | of                |
|---|---------------------------------|-----------------|--------------------------------|----------------|-------------------|
|   |                                 | be              | ing member(s) of the above     | e named Compan | y, hereby appoint |
| <del></del>   |                                 | of              |                                |                | _as my/our proxy  |
| to attend and vote for me/us and (IST) at Four Points Hotel, Near V | Vashi Railway Station, Vashi, N | Navi-Mumbai 400 | 705, India, or at any adjournn | nent thereof.  |                   |
| Folio no:   | DP ID No.:                      |                 | Client ID No.:                 |                |                   |
| Number of shares held:  |                                 |                 |                                |                | Affix Re 1        |
| Signed this:  |                                 | day of          | 2(                             | 011.           | Revenue<br>Stamp  |
| Signature:  |                                 |                 |                                |                | .                 |

This form is to be used \*\* in favour of / or \*\*against the resolution. Unless otherwise instructed, the Proxy will act as he thinks fit. \*\*Strike out whichever is not desired.

#### Notes:

- 1. This Proxy must be lodged with the Company at its Registered Office at B-505, BSEL TechPark, Sector 30-A, Opp. Vashi Railway Station, Vashi, Navi Mumbai- 400 705, India, not less than 48 hours before the time for holding the aforesaid meeting.
- $2. \hspace{1.5cm} \textbf{Those members who have multiple folios with different joint holders may use copies of their Attendance/Proxy Slip.} \\$

# Our Customers

Godrej Properties

Lodha Group @Home Retail

Thomas Cook

**Crompton Greaves** 

C. Mahendra

Concord Blue Classic Marbles

**CEAT** 

Raymond

Onida

Hager

Hemas

Textured Jersey

**PABC** 

Lankem Ceylon

Haycarb

**Nippolac** 

Ceylon Biscuits Dialog Telecom

COH

Unique

**IARC** 

**AMALGAM** 

# Our Partners

























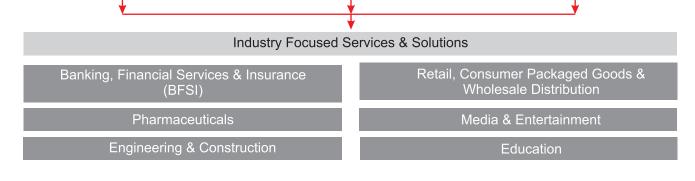
# Service Offering: Industry focused solutions

Prism has tailored its offerings to suit the business needs and overcome the challenges. Our team of highly experienced domain experts ensures that each solution is aligned to your specific needs.

We intricately understand the varying needs of our customers and develop well-packaged solutions that exceed expectations. On time, cost-effective solutions have led us to consistently serve clients across the globe. We provide a complete holistic range of solutions by leveraging our deep domain expertise and close-knit associations with leading technology companies. Our services & solutions are powered by our impeccable team that spans across many industries and can greater increase your company's internal processes making daily task more proficient.

Our methodologies takes us through several processes which allow us to fully understand your environment, contracts, business requirements, desired vendor relationships and actual software usage. We utilize the information gathered to build solutions and implementation strategies to optimize your software and IT investments.

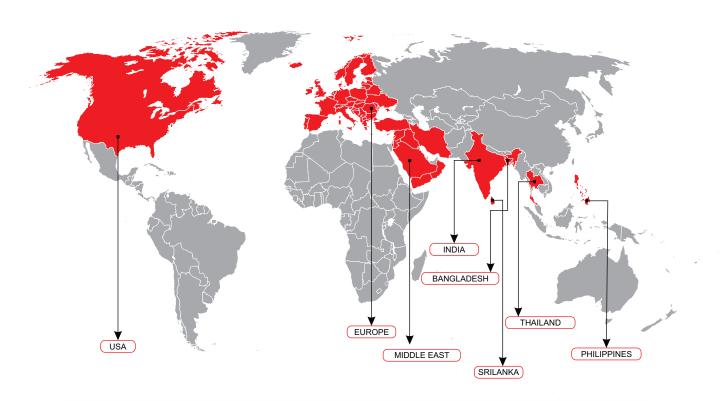
- Management / Strategic Consulting
- Retail & Supply Chain Management Consulting
- Enterprise Performance Management
- Business Intelligence and Data Warehouse Solutions
- System Integration using various middleware and B2B technologies
- QA / Application Testing Services
- ERP /3rd Party Product Development / Maintenance / Upgrades
- Customized Application Development / Cloud
- Onsite / Remote Application /Management
- Offsite / Remote Database Management
- IT Staffing



# Prism Outlook

- More companies on the anvil for takeover, particularly in Europe and Middle East.
- Looking at large growth over next 3 years, mainly driven by inorganic route.
- Constantly rewarding investors.
- Exploring different geographies.
- Build global scale and yield in the high growth global market
- Improvements in performance across all Divisions, including acquired businesses

# Geographical Footprint



Expanding its Geographical Footprint to service Clients effectively..

# Our strategy for the next million & beyond

Differentiated approach for Developed and Emerging countries

Countries Industry Verticals

M&A Service Segments

Deep vertical expertise in chosen areas to create tailored/ differentiated solutions

Strategic investments to accelerate market presence and leadership position in chosen verticals Focus on incubating new business ideas into sizable businesses





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