

# FRONTIER INFORMATION TECHNOLOGIES LIMITED

# HYDERABAD

# **BOARD OF DIRECTORS**

| Shri V.K.Premchand        | Chairman and Managing Director |
|---------------------------|--------------------------------|
| Shri Rajan Munjal         | Director                       |
| Shri Singh B Yalamanchili | Director                       |
| Shri A.J.Sharma           | Director                       |
| Shri M.V.Sastry           | Director                       |

# AUDITORS

M/s.T.P. Rao & Co. Chartered Accountants HUDA Complex Saroornagar Hyderabad

# SHARE TRANSFER AGENTS

M/s. Karvy Computershare Pvt. Ltd 46, Avenue 4, Street No.1, Banjara Hills, Hyderabad - 500034.

#### **REGISTERED OFFICE**

II Floor, 8-3-1116/1, Keshav Nagar Srinagar Colony Main Road Hyderabad-500 073

# BANKERS

Bank of India Hyderabad Overseas Branch Hitech City, Madhapur Hyderabad-500 033

# State Bank of India

Dwarakapuri Colony Hyderabad.-500 082

# NOTICE



Notice is hereby given that the 22<sup>nd</sup> Annual General Meeting of the members of FRONTIER INFORMATION TECHNOLOGIES LIMITED will be held at 10.00 AM on Thursday, the 30th of September 2010, at Registered office at 2<sup>nd</sup> Floor, 8-3-1116/1, Keshav Nagar, Srinagar Colony Main Road, Hyderabad -500 073 to transact the following business:

## **ORDINARY BUSINESS:**

1. To receive, consider and adopt the audited Balance Sheet as at March 31, 2010, the Profit & Loss Account for the period ended on March 31, 2010 along with schedules & annexures and the reports of the Board of Directors and Auditors thereon.

2. To appoint a Director in place of Mr. A.J.Sharma, who retires by rotation, and being eligible, offers himself for re-appointment.

3. To appoint Statutory Auditors to hold Office from the conclusion of this Annual General Meeting until the conclusion of the next Annual General Meeting of the Company and to fix their remuneration. M/s T P Rao & Co, Chartered Accountants, Hyderabad, the Statutory Auditors, are eligible for re-appointment.

By order of the Board

#### for Frontier Information Technologies Limited

Place : Hyderabad. Date: September 1, 2010 V.K. Premchand Chairman & Managing Director

#### NOTES

a. A member entitled to attend and vote at the meeting is entitled to appoint a proxy or proxies to attend on a poll to vote instead of himself/herself. A proxy need not be a member of the company.

b. The instrument of proxy, to be effective, must be lodged at the Registered Office of the Company not less than 48 hours before the commencement of the meeting.

c. The Register of Members and the share transfer books of the Company will remain closed on 29.09.2010(Wednesday) and 30.09.2010 (Thursday).

d. The Members are requested to send the share transfers and other related correspondence to the Registrars and Share Transfer Agents, Karvy Computershare Pvt.Ltd., Unit: Frontier Information Technologies Ltd., 46, Avenue 4, Street No. 1, Banjara Hills, Hyderabad - 500034.

e. Members can avail the nomination facility by filing the nomination form No. 2B, in respect of their shareholding and submit the same to the Share Transfer Agents, Karvy Computershare Pvt.Ltd.

f. Members are requested to notify immediately any change in their addresses to Share Transfer Agents, Karvy Computershare Pvt.Ltd.

g. There is no special business to transact. Hence, explanatory statement under Sec 173 (2) is not required to be enclosed.

h. Members are requested to bring the admission slip along with the copy of the Annual Report to the meeting.



# DIRECTORS' REPORT

Dear Members

Your Directors have pleasure in presenting the Twenty Second Annual Report together with the audited accounts of the Company for the year ended March 31, 2010. The operating results are as follows: (Rupees in Lakhs)

|   | 12 Months ende | d 12 Months ended |
|---|----------------|-------------------|
| FINANCIAL RESULTS                           | 31.3.2010      | 31.03.2009        |
| Total Income                                | 157.96         | 546.11            |
| Gross Profit / (Loss)                       | (56.02)        | (4.97)            |
| Depreciation                                | 268.65         | 293.31            |
| Operating Profit / (Loss)                   | (324.67)       | (298.28)          |
| Interest                                    | 6.99           | 1.44              |
| Prior Period Adjustments/ Write Offs/ Taxes | 2.65           | 10.20             |
| Net Profit / (Loss) after tax               | (334.31)       | (309.92)          |
| Earnings/(Loss) per Share                   | (2.51)         | (2.32)            |

#### **BUSINESS OPERATIONS**

#### 1. Online Training for IT Professionals

Taking into account the prevailing conditions for IT Business in the International Markets and after evaluation of Frontier's present strengths and weaknesses; it has been decided to restructure company's business operations. As a part of this, Online Training to IT Professionals in the International Markets, particularly in USA, has been identified as one of the important Strategic Business Units of the company. In this direction, company has established required infrastructure, recruited relevant staff, networked with competent global faculty and commenced operations. The Online Training activities take place predominantly in the night shift and will enable the company to exploit its infrastructure optimally and improve its future revenues. Subsequently, the company intends to expand these operations to cover IT professional in the Domestic Market as well.

#### 2. Onsite Consulting Services

Onsite Consulting Services Business in US has been a substantial portion of Company's Business. To stabilize and strengthen this segment, Back Office support operations have been established at the company's registered office.

# FUTURE OUTLOOK

# 1. Greater Emphasis on Offshore Projects

Last few years have been witnessing a significant shift from Onsite Business to Offshore Projects. While Onsite Consultancy business will continue to have certain level of demand, significant growth will nevertheless be seen in offshore business opportunities.

# 2. Advanced Education and Training

In view of improved market conditions in IT Industry, there is a resurgence of Education and Training Business. Making use of its past experience, company is finalizing its plans to re-enter this segment in 2010-11.

# 3. ITES / BPO Operations

There are a number of new opportunities emerging in IT enabled services and Business Process Outsourcing. The growth in this sector has been significantly higher than the mainstream Software Services Business. e-Accounting, Technical Help Desk, Telemarketing, Health Care support services, Call Centers etc are creating immense opportunities. Company will be looking for opportunities in the areas of Technical Help Desk and Back Office Operations.



# DIVIDEND

Your Directors express their inability to recommend any dividend for the year due to the Loss incurred by the Company.

# DIRECTORS

By virtue of Section 255 of the Companies Act, 1956 Mr. A.J.Sharma Director is liable to retire by rotation and, being eligible, offers himself for re-appointment.

Brief profile of Mr. A.J.Sharma is given below as per Clause 49 of standard listing agreement:

| Name of the Director  | A.J.Sharma  |
|-----------------------|---|
| Date of Birth         | 07-07-1949  |
| Qualification         | M.A., L.L.B., Diploma in Personnel Management, Fellow<br>Member of Institute of Company Secretaries of India. |
| Expertise in Specific | Corporate Laws, Management, Business Administration   |
| Functional Area       |   |

# AUDITORS

M/s T P Rao & Co, Chartered Accountants, Auditors of the Company hold office until the conclusion of the ensuing Annual General Meeting. The Company has received a letter from the Auditors that their appointment, if made, will be in conformity with Section 224 (1B) of the Companies Act, 1956. M/s. T P Rao & Co, Chartered Accountants, being eligible, are recommended for re-appointment as Auditors of the Company till the conclusion of the next Annual General Meeting.

# FIXED DEPOSITS

During the year, the Company has neither invited nor accepted any Fixed Deposits from the public under the provisions of Section 58A of the Companies Act, 1956.

# CODE OF CONDUCT

The Board has laid down a code of conduct for all Board Members, senior management and employees of the Company. The relevant Declaration is enclosed as an attachment to the Directors' Report.

# LISTING WITH STOCK EXCHANGES

The equity shares of the Company are listed at the Mumbai Stock Exchange Limited. The listing fee is paid for the financial year 2009-10.

# AUDIT COMMITTEE

The Audit Committee consists of following Directors:

- 1 Mr M V Sastry Chairman
- 2 Singh B. Yalamanchili Member
- 3 Mr A J Sharma Member

# DIRECTORS' RESPONSIBILITY STATEMENT

Pursuant to the requirement under Section 217(2AA) of the Companies Act, 1956, with respect to the Directors' responsibility statement, the Board of Directors hereby confirm that:



1. In the preparation of the annual accounts, the applicable accounting standards have been followed with proper explanations relating to material departures;

2. The Directors had selected such accounting policies and applied them consistently and made judgments and estimates that are reasonable and prudent so as to give a true and fair view of the state of affairs of the company at the end of March 31, 2010 and of the Loss of the company for that period.

3.Proper and sufficient care has been taken for the maintenance of adequate accounting records in accordance with the provisions of Companies Act, 1956 for safeguarding the assets of the company and for preventing and detecting fraud and other irregularities.

4. The annual accounts have been prepared on a going concern basis.

# INFORMATION PURSUANT TO THE COMPANIES (DISCLOSURE OF PARTICULARS IN THE REPORT OF THE BOARD OF DIRECTORS) RULES, 1988.

The Company's operations involve low energy consumption. The Company has already taken energy conservation measures wherever possible. Efforts to conserve and optimize the use of energy through improved operational methods will continue.

Conservation of energy, technology absorption, foreign exchange earnings and outgo.

#### A. Conservation of energy:

(a) Energy Conservation measures taken: Your Company's operations are not energy intensive. Adequate measures have been taken to conserve energy wherever possible by using energy-efficient computers and purchase of energy efficient equipment.

(b) Additional investments and proposals, if any, being implemented for reduction of consumption of energy: Nil

(c) Impact of the measures (a) and (b) above for energy consumption and consequent impact on the cost of production of goods: Nil

B. Technology absorption:

Research and Development (R & D)

1.Specific areas in which R & D carried out by the Company

- 2. Benefits derived as a result of the R & D
- 3. Future plan of Action
- 4. Expenditure on R & D

5. R & D expenditure as a % of total turnover Technology Absorption, Adaptation and Innovation:

# C. Foreign Exchange Earnings and Outgo:

Activities relating to Export

Software Development.

R&D is an Integral part of Company's Activity.

The Company will continue to undertake

Research and Development of state-of-the art Software Tools, Applications, Web Services, Knowledge Management and Product Development and related services.

Nil

NA

The Company was engaged in the execution of Software Projects, development of Software Products and related services.

| (Rs. in Lakhs) |  |
|----------------|--|
|----------------|--|

| 2. Particulars            | March 31, 2010 | March 31, 2009 |
|---------------------------|----------------|----------------|
| Foreign Exchange Earnings | 6.06           | 10.67          |
| Foreign Exchange Outgo    | -              | -              |



# PARTICULARS OF EMPLOYEES

There are no employees in the Company, whose particulars are required to be furnished under the provisions of Section 217(2A) of the Companies Act, 1956 read with the Companies (Particulars of Employees) Rules, 1975 and drawing salary in excess of the limits specified therein.

#### MANAGEMENT DISCUSSION AND ANALYSIS

Management Discussion and Analysis of the Company for the year under review is attached to and forms part of this report.

# CORPORATE GOVERNANCE

The Report on Corporate Governance along with the certificate from the Statutory Auditors certifying the compliance of Corporate Governance enunciated in Clause 49 of the Listing Agreement with the Stock Exchanges is included in the Annual Report.

# APPRECIATION

Your Directors wish to acknowledge the valuable support and cooperation, extended by Bank of India and all other Government Agencies. Your Directors also express their appreciation to the shareholders of the Company for their forbearance during difficult period and for reposing confidence in the future ahead.

Your Directors wish to place on record their appreciation of the hard work, dedication and commitment exhibited by its employees at all levels.

For and on behalf of the Board of Directors Frontier Information Technologies Ltd

Place : Hyderabad Date : September 1, 2010 **V K Premchand** Chairman & Managing Director

# CODE OF CONDUCT

Declaration by Managing Director of affirmation by Directors and Senior Management Personnel of compliance with the Code of Conduct

The Shareholders

I, V K Premchand, Chairman and Managing Director of the Company, do hereby declare that the Directors and senior management of the Company have exercised their authority and powers and discharged their duties and functions in accordance with the requirements of the Code of Conduct as prescribed by the Company and have adhered to the provisions of the same.

September 1, 2010

V K Premchand Chairman and Managing Director



## **REPORT ON CORPORATE GOVERNANCE FOR THE FINANCIAL YEAR 2009-10**

#### 1. COMPANY'S PHILOSOPHY AND CORPORATE GOVERNANCE

The Company will continue to undertake Research and Development of state-of-the-art Software Tools, Applications, Web Services, Knowledge Management and Product Development and related services. Company's endeavour is to increase the transparency at all levels in the Organization and enhance long term shareholder value through its business decisions.

#### 2. Board of Directors

In pursuit of the Company's Corporate Governance policy, all statutory and other material information is placed before the Board of Directors to enable it to discharge its responsibilities as trustees of the shareholders.

# a.Constitution and size of the Board:

The Board of Directors consists of 5 Directors of whom 4 are non-executive independent Directors and one executive Chairman and Managing Director.

# b.Number of Board Meetings held during the year along with dates of the meetings:

7 Board Meetings were held during the year under review and the dates on which the Meetings were held are as under:

1. April 30, 2009 2. May 12, 2009 3. July 22, 4. July 31, 2009 5. September 1,2009 6. October 27, 2009.

7. January 31, 2010.

# c.Attendance of Directors at Board Meetings, AGM and committees where he is a Director/Member

| Name of the Director         | Category                                     | No of Board<br>Meetings<br>attended | etings at last in |           | No. of Committes<br>in which |        |
|------------------------------|--|-------------------------------------|-------------------|-----------|------------------------------|--------|
|                              |  | uttended                            | 110101            | Companies | Chairman                     | Member |
| Shri V.K.Premchand           | Chairman and<br>Managing<br>Director         | 7                                   | Yes               | 2         | -                            | -      |
| Shri Rajan Munjal            | Independent and<br>Non-Executive<br>Director | -                                   | No                | 1         | -                            | -      |
| Shri Singh B<br>Yalamanchili | Independent and<br>Non-Executive<br>Director | -                                   | No                | -         | 1                            | 2      |
| Shri A.J.Sharma              | Independent and<br>Non-Executive<br>Director | 7                                   | No                | 1         | 1                            | 2      |
| Shri M.V.Sastry              | Independent and<br>Non-Executive<br>Director | 7                                   | Yes               | -         | 1                            | 2      |



# 3. AUDIT COMMITTEE

The Audit Committee was constituted in terms of Section 292A of the Companies Act, 1956 and the provisions of the Clause 49 of the Listing Agreement.

The broad terms of reference to the Audit Committee are as under: -

- Oversee the Company's financial report process.
- Review the annual financial statements before submission to the Board.
- Reviewing the quarterly financial statements before submission to the Board for approval
- Review of internal control and internal audit systems.
- Review the Company's financial and risk management policies.
- Review the Company's 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
- Recommending the appointment and removal of external auditors and their terms of appointment.

The Chairman of the Audit Committee normally is present at the Annual General Meeting to give clarifications, if any, required by the members there at.

All the members including the Chairman have adequate financial and accounting knowledge.

The Audit Committee of the Company is constituted with the following Directors:

Chairman: Mr. M.V.Sastry

Members : Mr Singh B. Yalamanchili

Mr. A.J.Sharma

During the year under review, the Audit Committee met 5 times on 1. April 30, 2009 2. July 31, 2009 3. August 31, 2009 4. October 31, 2009 5. January 31, 2010. All the members, except Mr. Singh B. Yalamanchili, attended Audit Committee Meetings conducted during the last financial year.

# 4. INVESTOR GRIEVANCE COMMITTEE

This Committee has been constituted to look into various issues relating to shareholders like transfer of shares, redressing of shareholder complaints regarding non-receipt of Balance Sheet, etc. The committee consists of the following Directors:

Chairman: Mr. A.J.Sharma

Members : Mr. Singh B. Yalamanchili

Mr. M.V.Sastry

Mr. V.K.Premchand, Managing Director is the Compliance Officer of the Company. The Company received nil complaints / requests from the shareholders during the financial year under review and resolved all of them to their satisfaction.

# 5. **REMUNERATION COMMITTEE**

The Remuneration Committee set up by the Board consists of Shri Singh B Yalamanchili, Shri A.J.Sharma and Shri M.V.Sastry

The Committee met only once during the financial year to recommend remuneration payable to

Shri V.K.Premchand on his re-appointment as Managing Director. Except Shri Singh B Yalamanchili, the other two Directors attended the meeting.

# 6. **REMUNERATION POLICY**

The Company's remuneration policy aims at attracting and retaining the best talent taking into account the trends nationally and business competition. The employee remuneration consists of basic salary, perquisites and performance incentives and are governed by qualifications, experience and responsibility should red.

The remuneration of Managing/ Whole-time Directors is within the limits approved by the shareholders and is as per the provisions of the Companies Act, 1956.



# 7. DETAILS OF REMUNERATION TO THE DIRECTORS

|   | Particulars                 | Salary   | Allowances/<br>Perquisites | Total     |
|---|-----------------------------|----------|----------------------------|-----------|
|   | V K Premchand Chairman & MD | 9,00,000 | 7,80,000                   | 16,80,000 |
| > | CENEDAL DODY MEETINGS       |          |                            |           |

# 8. GENERAL BODY MEETINGS

The following table gives the details of date, time and place of the last three Annual General Meetings:

| Financial Year | Location                     | Date of AGM | Time of AGM held |
|----------------|------------------------------|-------------|------------------|
| 2006-2007      | Lions Bhavan, Secunderabad   | 29.09.2007  | 10:00 A.M.       |
| 2007-2008      | Lions Bhavan, Secunderabad   | 30.09.2008  | 10.00 A.M        |
| 2008-2009      | Registered Office, Hyderabad | 30.09.2009  | 10.00 A.M        |

No Special Resolution was required to be put through postal ballot system last year.

# 9. DISCLOSURES

There were no transactions in the Company which are of material nature to the Promoters, Directors or the Management, or their subsidiaries or relatives during the period which would have potential conflict with the interests of the Company.

The Company has adopted the Code of Conduct for its employees at all levels including senior Management and Directors. The Code has been circulated to all the employees and Directors of the Company.

No penalties or strictures have been imposed on the Company by SEBI or other statutory authorities for non-compliance of any matter relating to capital markets.

# 10. General Shareholders information:

| AGM Date and Time                    | :   | Thursday, September 30, 2010, 10.00 AM  |
|--------------------------------------|---|---|
| Venue                                | :   | II Floor, 8-3-1116/1, Keshav Nagar  |
|                                      |   | Srinagar Colony Main Road, Hyderabad-500 073                                  |
| Financial Calendar                   | :   | April 01, 2010 to March 31, 2011  |
| Under Review                         | :   | April 01, 2009 to March 31, 2010  |
| Current                              | :   | April 01, 2010 to March 31, 2011  |
| Quarterly Financial Reporting        | cial Reporting : Within one month from the end of each Quarter exce<br>Fourth Quarter when the Annual results are published<br>within 3 months. |   |
| Date of Book closure                 | :   | September 29, 2010 and September 30, 2010                                     |
| Registered and Administrative office | :   | II Floor, 8-3-1116/1, Keshav Nagar  |
| Listing on Stock Exchanges           | :   | Srinagar Colony Main Road, Hyderabad-500 073<br>The Bombay Stock Exchange Ltd |
| Listing Fees                         | :   | Paid upto March 31, 2010  |
| Registrar & Transfer Agents          | :   | M/s. Karvy Computershare Pvt. Ltd   |
|                                      |   | 46, Avenue 4, Street No. 1, Banjara Hills,                                    |
| Demat ISIN Numbers in NSDL & CDS     | SL  | Hyderabad - 500034.<br>Phone No: 23312454<br>:INE547B01010.                   |



MARKET PRICE DATA ON THE STOCK EXCHANGE, MUMBAI The following are the monthly high/low quotations during the financial year ended March 31, 2010

|           | The following are the monthly high/                        | low quotations during | the financial year ended Mar            | ch 31, 2010     |
|-----------|--|-----------------------|---|-----------------|
|           | Month and Year   | High                  | Low                                     |                 |
|           | April 2009   | 1.50                  | 1.15                                    |                 |
|           | May 2009   | 2.10                  | 1.38                                    |                 |
|           | June 2009  | 2.86                  | 1.90                                    |                 |
|           | July 2009  | 2.20                  | 1.54                                    |                 |
|           | August 2009  | 2.31                  | 1.77                                    |                 |
|           | September 2009   | 2.19                  | 1.66                                    |                 |
|           | October 2009   | 1.97                  | 1.40                                    |                 |
|           | November 2009  | 1.77                  | 1.29                                    |                 |
|           | December 2009  | 2.34                  | 1.54                                    |                 |
|           | January 2010   | 2.41                  | 1.82                                    |                 |
|           | February 2010  | 1.99                  | 1.59                                    |                 |
| CL        | March 2010   | 2.25                  | 1.49                                    |                 |
|           | are Transfer System:<br>areholding pattern as on March 31, | 2010                  |   |                 |
|           | • •  | 2010                  |   | a/ 05           |
| S.f       | NO. CATEGORY   |                       | NO.OF SHARES<br>HELD                    | % OF<br>HOLDING |
| <b>A.</b> | PROMOTERS' HOLDING   |                       | TIEED                                   | HOLDING         |
| 1         | INDIAN PROMOTERS   |                       | 293220                                  | 2.21            |
|           | FOREIGN PROMOTERS  |                       | Nil                                     | 0               |
| 2         | PERSONS ACTING IN CONCER                                   | Т                     |   |                 |
|           | a)RESIDENT   |                       | 178794                                  | 1.34            |
|           | b)NONRESIDENT  |                       | 478342                                  | 3.59            |
|           | SUB-TOTAL  |                       | 950356                                  | 7.14            |
| В.        |  |                       | ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, | ,               |
| 3         | INSTITUTIONAL INVESTOR                                     | S                     |   |                 |
| 5         |  |                       | 13100                                   | 0.09            |
|           |  |                       | 457500                                  | 3.43            |
|           | b BANKS, FINANCIAL INSTIT                                  |                       | 437300                                  | 5.45            |
|           | INSURANCE COMPANIES (                                      |                       |   |                 |
|           | STATE GOVT INSTITUTION                                     | S/NON-GOVI.           |   |                 |
|           | INSTITUTIONS)  |                       |   |                 |
|           | c FOREIGN INSTITUTIONAL I                                  | NVESTORS              | 5600                                    | 0.04            |
|           | SUB-TOTAL  |                       | 476200                                  | 3.58            |
| 4         | OTHERS   |                       |   |                 |
|           | a PRIVATE CORPORATE BOI                                    | DIES                  | 1276973                                 | 9.59            |
|           | b INDIAN PUBLIC  |                       | 10065291                                | 75.63           |
|           | c NRI'S/OCB'S  |                       | 309385                                  | 2.32            |
|           | d ANY OTHER (PLEASE SPEC                                   | IFY)                  |   |                 |
|           | Employees  |                       | 3400                                    | 0.02            |
|           | Clearing Members   |                       | 16990                                   | 0.13            |
|           | HUFs   |                       | 211805                                  | 1.59            |
| SU        | JB-TOTAL   |                       | 11883844                                | 89.28           |
|           | RAND TOTAL   |                       | 13310400                                | 100.00          |
| 51        |  |                       | 10010100                                | 100.00          |



# WHISTLE BLOWER POLICY

The Company established mechanism for employees to report to the management concerns about unethical behavior, actual or suspected fraud or violation of the company's code of conduct or ethical policy. The mechanism also provides for direct access to the Chairman of the Audit Committee in exceptional cases.

The existence of this mechanism was appropriately communicated.

No personnel have been denied access to the Audit committee and an affirmation is given to this effect.

# DEMATERIALISATION OF SHARES

The shares of the Company fall under compulsory delivery in dematerialized form by all categories of investors

and are actively traded. The Company has signed agreements with the Depositories i.e., National Securities Depositories Limited and Central Depositories (India) Limited. As on March 31, 2010, a total number of 11917602 Equity Shares of the Company stand dematerialized. This comprises 89.53% of the Equity Share Capital of the Company.

# ADDRESS FOR CORRESPONDENCE

For any query in Demat/Physical Shares:

M/s. Karvy Computershare Pvt. Ltd 46, Avenue 4, Street No. 1, BanjaraHills, Hyderabad - 500034.



# **AUDITORS' CERTIFICATE**

То

## The Members of M/s. FRONTIER INFORMATION TECHNOLOGIES LIMITED

We have examined the compliance of conditions of Corporate Governance by Frontier Information Technologies Limited, for the year ended March 31, 2010 as stipulated in Clause 49 of the Listing Agreement of the said Company with the Stock Exchange.

The compliance of conditions of Corporate Governance is the responsibility of the management. Our examination was limited to a review of the procedures and implementation thereof, adopted by the Company for ensuring 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, we certify that the Company has complied with the conditions of Corporate Governance as stipulated in the above-mentioned Listing Agreement.

We state that no investor grievance is pending for a period exceeding one month against the Company as per the records maintained by the Share Registrars and reviewed by the Shareholders'/Investors' Grievance Committee.

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 T.P.RAO & CO.,

# CHARTERED ACCOUNTANTS

Place : Hyderabad

Date : 1.09.2010

# [T.PRASADA RAO]

PROPRIETOR ICAI MS.NO.19196.



# MANAGEMENT DISCUSSION AND ANALYSIS REPORT

Management Discussion and Analysis report on the business of the company as applicable and to the extent relevant is given below:

# A. INDUSTRY STRUCTURE AND DEVELOPMENTS.

IT Business of most Indian Software Development companies can be classified into Onsite Consulting Services, Offshore Software Services, Product Sales and IT Enabled Services. While Onsite Consulting Services has witnessed a steady growth, Offshore Software business has experienced a significant upward change either through Dedicated Development Centers for overseas partners or Joint Ventures. The product sales of Indian companies in the international markets has been miniscule, while IT enabled services business has seen a strident growth during the last 3 to 4 years.

# The future direction clearly favours Offshore Software Services and IT enabled Services.

# B. OPPORTUNITIES AND THREATS

# 1. **Opportunities**

The following are the main opportunities for Indian IT Industry.

- a. Offshore Software Maintenance and Enhancements
- b. IT Enabled Services / BPO Operations.
- c. Increased IT spending within India.

#### 2. Threats

The following are the main threats

a. Competition from countries like China and East European Countries in the medium to long term.

- b. Large international companies establishing their own subsidiaries instead of depending on Indian Companies.
- c. Countries like USA bringing in legislation to prevent work from going to outside Countries.
- d. Appreciation of Rupee against US Dollar

Inspite of certain negative factors in the international markets, company believes that there are enough global opportunities to be tapped. Countries like China will take a few more years before they can provide wide ranging Software Services of high quality. Company intends to concentrate on Offshore opportunities in Software Maintenance and IT enabled services space as well as computer education and training in the coming few years

#### C. SEGMENT RESULTS.

Statement of Accounting Standard - AS 17 issued by The Institute of Chartered Accountants of India on Segment Reporting is not applicable to the company as there is no reportable segment which meets the criteria laid down under this standard.

### D. OUTLOOK

Company will continue its reorientation during 2008-09 with emphasis on increase in Onsite Business within US and Offshore Projects. Company is exploring the possibility of re-entering Education and Training Business on account of increased Job opportunities in the market place.

# E. RISKS AND CONCERNS

More stringent measures adopted by the foreign consulates can affect clearances required for Onsite Consulting Business. The operations of foreign IT Companies within India can correspondingly reduce potential Offshore opportunities.

The company intends to leverage on its work done in the areas of Health Care, Library Management and technology intensive areas where it has considerable expertise.



# F. INTERNAL CONTROL SYSTEMS AND THEIR ADEQUACY

The Company has established adequate internal control systems and procedures both in financial and operational areas that are commensurate with the size and nature of the business of the Company. The constitution of Audit Committee with independent non-executive Directors is instrumental in ensuring mainly the following:

1. Oversight of Company's financial reporting process and the disclosures of its financial information to ensure that the financial statements are correct, sufficient and credible.

2. Reviewing with management the annual financial statements before submission to the Board, focusing primarily on any changes in accounting policies, compliances with accounting standards etc.

3. Discussion with the senior management to ensure adherence to the internal control systems and processes.

4. To ensure that appropriate controls are established and are effective throughout every software development project and conforming to ISO 9001 requirements.

# G. DISCUSSION ON FINANCIAL PERFORMANCE WITH RESPECT TO OPERATIONAL PERFORMANCE

Financial statements are prepared under the Historical Cost Convention in accordance with the Indian Generally Accepted Accounting Principles and the provisions of the Companies Act, 1956.

# H. RESULTS OF OPERATIONS FOR THE YEAR ENDED MARCH 31, 2010

Please refer to Directors' Report

# I. MATERIAL DEVELOPMENT IN HUMAN RESOURCES /INDUSTRIAL RELATIONS FRONT INCLUDING NUMBER OF PEOPLE EMPLOYED

Human Resource Development is a key area for growth and smooth functioning of any organization. The management recognized two major areas, which will lead to achieve this goal, namely, creating good working environment and imparting continuous training in latest technologies. Continuous up gradation of skills plays a key role in employee's retention and job satisfaction and company has taken adequate measures in this regard.

The company has cordial relations with its employees and staff. As on March 31, 2010, the company had 15 employees.

# CAUTIONARY STATEMENT

Statement in this management discussion and analysis may be considered to be forward looking statements within the meaning of applicable securities, laws or regulations. Actual results could differ materially from those expressed or implied. Factors which could make a significant difference to the Company's operations include demand supply conditions, market prices, input component costs and availability, changes in Government regulations and tax laws besides other factors such as litigations over which the Company may not have any control.

# FRONTIER

# AUDITOR'S REPORT To The Members of FRONTIER INFORMATION TECHNOLOGIES LIMITED, HYDERABAD.

We have audited the attached balance sheet of M/s **FRONTIER INFORMATION TECHNOLOGIES LIMITED**, as at 31.03.2010, the profit and loss account and also 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.

- 1) We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit including 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.
- 2) As required by the Companies (Auditor's Report) Order, 2003 issued by the Central Government of India in terms of sub-section (4A) of section 227 of the Companies Act, 1956, we enclose the Annexure, a statement of the matters specified in paragraphs 4 and 5 of the said Order.
- 3) Further to our comments in the Annexure referred to above, we report that:
  - (i) We have obtained all the information and explanations, which to the best of our knowledge and belief were necessary for the purpose of our audit;
  - (ii) In our opinion, proper books of accounts as required by law have been kept by the company so far as appears from our examination of those books and proper returns adequate for the purposes of our audit have been received from the branches not visited by us. The branch Auditor's Reports have been forwarded to us and have been appropriately dealt with.
  - (iii) The Balance Sheet, Profit and Loss Account and Cash Flow statement dealt with by this report are in agreement with the books of account.
  - (iv) In our opinion, the Balance Sheet, Profit and Loss account and Cash Flow statement dealt with by this report comply with the Accounting Standards referred to in Sub-section (3C) of Section 211 of the Companies Act, 1956;

On the basis of written representations received from the Directors, as on 31<sup>st</sup> March, 2010 and taken on record by the Board of Directors, we report that none of the Directors is disqualified as on 31<sup>st</sup> March 2010, from being appointed as a Director in terms if clause (g) of sub-section (1) of section 274 of the Companies Act, 1956.

- (vi) In our opinion and to the best of our information and according to the explanations given to us, the said accounts give the information required by the Companies Act, 1956, in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India:
  - a. In the case of Balance Sheet, of the state of affairs of the company as at 31<sup>st</sup> March 2010,
  - b. In the case of Profit and Loss Account, of the Profit/Loss for the year ended on that date.
  - c. In the case of Cash Flow statement, of the Cash Flows for the year ended on that date.

# for **T.P.RAO & CO., CHARTERED ACCOUNTANTS**

Place: Hyderabad Date: 01.09-2010

> [ T.PRASADA RAO] PROPRIETOR ICAI MS.NO.19196.



#### ANNEXURE TO AUDITOR'S REPORT Ref : FRONTIER INFORMATION TECHNOLOGIES LIMITED

(Referred to in paragraph 3 of 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) All the Assets have been physically verified by the management during the year and there is a regular programme of verification which, in our opinion, is reasonable having regard to the size of the company and the nature of its assets. No material discrepancies were noticed on such verification.

(c) During the year, the company has disposed off major part of fixed assets representing Land & Building owned by the company along with furniture and AC plant attached thereto. The company continues to be engaged in business of software development.

- 2) The Company is engaged in software services and does not have any inventory; therefore clause (ii) of CARO does not apply.
- 3) a) As the company has not granted any loans to the parties covered in the register maintained under section 301 of the Companies Act, Clause (iii) (a), (b), (c) and (d) of Para 4 of the order does not apply.

b) The company had taken loan from an associated company covered in the register maintained under section 301 of the Companies Act, 1956, during earlier years amounting to Rs. 19.68 lakhs and the company has not repaid the same

c) In our opinion and according to the information and explanations given to us, the rate of interest and other terms and conditions for such loans granted are not prima facie prejudicial to the interest of the company.

- 4) In our opinion and according to the information and explanation given to us, there are adequate internal control procedures commensurate with the size of the company and the nature of its business with regard to purchase of fixed assets and with regard to the sale of software products. During the course of our audit, we have not observed any continuing failure to correct major weakness in internal control.
- 5) (a) According to the information and explanations given to us, we are of the opinion that the transactions that need to be entered into the register maintained under section 301 of the Companies Act, 1956 have been so entered.

(b) In our opinion and according to the information and explanations given to us, no transactions are made in pursuance of contracts or arrangements which need to be entered in the register maintained under section 301 of the Companies Act, 1956 exceeding the value of rupees five lakhs in respect of any party during the year.

- 6) In our opinion and according to the information and explanations given to us, the company has not accepted any deposits as per the provisions of the Companies (Acceptance of Deposits) Rules, 1975.
- 7) In our opinion, the company has an internal audit system commensurate with the size and nature of its business.
- 8) In our opinion and according to the information and explanations given to us, the Central Government has not prescribed for the maintenance of cost records under section 209(1)(d) of the Companies Act, 1956.
- 9) (a) The company obtained sanction for payment of Provident Fund dues pertaining to earlier years by installments. An *amount of Rs 16,800 remains payable as at the end of the year*. *Other statutory dues payable are :*

Professional Tax duesRs. 86,060OthersRs 18,40,708

(b) According to the information and explanation given to us, no undisputed amounts payable in respect of income tax, wealth tax, sales tax, customs duty, excise duty and cess were in arrears, as at 31.03.2010 for a period of more than six months from the date they became payable excepting *undisputed dividend tax payable* by the company amounting to Rs.9,75,000/- as on that date.

(c) According to the information and explanation given to us, there are no dues of customs duty, wealth tax, sales tax, excise duty and cess which have not been deposited on account of any dispute **except disputed** income tax dues of Rs 13,39,917/- outstanding as at 31.03.2010 for a period of more than six months.

- 10) The accumulated losses of the company are not more than fifty percent of its net worth. The company has incurred cash loss of Rs 63.29 lakhs during the current year (Previous Year Rs (7.12 lakhs).
- 11) In our opinion and according to the information and explanations given to us, the company has not defaulted in repayment of dues to any scheduled Bank.
- 12) We are of the opinion that the company has not granted loans and advances on the basis of security by way of pledge of shares debentures and other securities.
- 13) We are of the opinion that the company is not a chit fund or a *nidhi* mutual benefit fund / society. Therefore, the provisions of clause 4(xiii) of the Companies (Auditor's Report) Order, 2003 are not applicable to the company.
- 14) In our opinion the company is not dealing in or trading in shares, securities, debentures and other investments. Accordingly, the provisions of clause 4(xiv) of the Companies (Auditor's Report) Order, 2003 are not applicable to the company.
- 15) In our opinion, the company has not given any guarantee for loans taken by others from banks or financial institutions.
- 16) In our opinion, the company has not raised any term loan(s) during the year. .
- 17) According to the information and explanations given to us and on an overall examination of the balance sheet of the company, we report that no funds raised on short-term basis have been used for long-term investment. No long-term funds raised have been used to finance short-term assets except permanent working capital.
- 18) According to the information and explanations given to us, the company has not made preferential allotment of shares to parties and companies covered in the register maintained under section 301 of the Act.
- 19) According to the information and explanations given to us, during the period covered by our audit report, the company had not issued any debentures.
- 20) According to the information and explanations given to us, during the period covered by our audit report, the company has not raised any funds through public issue.
- 21) 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 T.P.RAO & CO., CHARTERED ACCOUNTANTS

Place: Hyderabad Date: 01.09.2010

> [ T.PRASADA RAO] PROPRIETOR ICAI MS.NO.19196.

# BALANCE SHEET AS AT 31ST MARCH, 2010

|   |                      | (Amo                  | unt in Rupees) |
|---|----------------------|-----------------------|----------------|
| PARTICULARS                             | Schedule             | As at 31.03.10        | As at 31.03.09 |
| I. SOURCES OF FUNDS                     |                      |                       |                |
| 1 SHARE HOLDERS' FUNDS                  |                      |                       |                |
| a) Share Capital                        | А                    | 133,104,000           | 133,104,000    |
| b) Reserves and Surplus                 | В                    | (97,713,638)          | (64,281,850)   |
| 2 LOAN FUNDS                            |                      |                       |                |
| a) Secured Loans                        | С                    | -                     | 22,598,693     |
| b)Unsecured Loans                       |                      | 7,134,755             | 8,378,000      |
| TOTAL :                                 | -                    | 42,525,117            | 99,798,843     |
| II. APPLICATION OF FUNDS                |                      |                       |                |
| 1 <u>FIXED ASSETS</u><br>a) Gross Block | D                    | 211,589,955           | 295,746,484    |
| b) Less : Depreciation                  | U                    | 156,561,698           | 182,753,142    |
| c) Net Block                            | -                    | 55,028,257            | 112,993,342    |
| c) Not Block                            | -                    | 55,020,257            | 112,773,342    |
| 2 <u>CURRENT ASSETS, LOANS ANI</u>      | D ADVANCES           |                       |                |
| a) Sundry Debtors                       | Е                    | 7,278,798             | 10,095,773     |
| b) Cash and Bank Balances               | F                    | 1,403,382             | 395,442        |
| c) Other Current Assets                 | G                    | 6,784,586             | 3,820,173      |
| d) Loans and Advances                   | Н                    | 1,150,818             | 3,530,454      |
|   | -                    | 16,617,584            | 17,841,842     |
| Less: Current Liabilities & Provisions  | I                    | 29,120,723            | 31,036,342     |
| Net Current Assets                      | -                    | (12,503,139)          | (13,194,500)   |
|   | -                    |                       |                |
| TOTAL :                                 | -                    | 42,525,117            | 99,798,843     |
| Notes on Accounts                       | 0                    | -                     | -              |
| Vide our report of even date annexed    |                      |                       |                |
| for T.P.Rao & Co                        | For and on behalf o  | f the Board           |                |
| Chartered Accountants                   | Frontier Information | on Technologies Limit | ted            |
| (T. PRASADA RAO)                        | (V K PREMCHAND)      | (M.V.SASTR            | RY)            |
| Proprietor                              | Managing Director    | Director              |                |
| Place : Hyderabad                       |                      |                       |                |
| $D_{ata} : 01.00.2010$                  |                      |                       |                |

Date : 01.09.2010

# 

# PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31st MARCH, 2010

(Amount in Rupees)

| PARTICULARS                             | Schedule | 31.03.10      | 31.03.09      |
|---|----------|---------------|---------------|
| INCOME :                                |          |               |               |
| Software and Allied Services            | J        | 15,690,131    | 49,085,188    |
| Other Income                            | K        | 106,000       | 5,526,126     |
| Total                                   |          | 15,796,131    | 54,611,314    |
| EXPENDITURE :                           |          |               |               |
| Salaries and Allowances                 | L        | 16,175,010    | 46,325,888    |
| Administrative Expenses                 | М        | 5,223,094     | 8,853,400     |
| Financial Charges                       | Ν        | 698,947       | 144,183       |
| Depreciation                            | D        | 26,865,793    | 29,331,226    |
| Toal                                    |          | 48,962,844    | 84,654,697    |
| Profit / Loss before Tax                |          | (33,166,713)  | (30,043,383)  |
| Less:Provision for Taxation             |          | -             | -             |
| Less : Provision for Fringe Benefit Tax |          | -             | 7,925         |
| Less : Prior period adjustments         |          | 265,075       | 940,552       |
| Profit after Tax                        |          | (33,431,788)  | (30,991,860)  |
| Balance B/F from Previous Year          |          | (347,361,648) | (316,369,788) |
| Amount Available for Appropriation      |          | (380,793,436) | (347,361,648) |
| Appropriations                          |          |               |               |
| Transfer to General Reserve             |          | -             | -             |
| Balance C/F to Balance Sheet            |          | (380,793,436) | (347,361,648) |
| Balance Transferred to Balance Sheet    |          | (380,793,436) | (347,361,648) |
| Notes on Accounts                       | 0        |               |               |

Notes on AccountsOSchedules A to R and Accounting policies form part of Accounts

Vide our report of even date annexed for T.P.Rao & Co Chartered Accountants

For and on behalf of the Board Frontier Information Technologies Limited

(T. PRASADA RAO) Proprietor (V K PREMCHAND) Managing Director (M.V.SASTRY ) Director

Place : Hyderabad Date : 01.09.2010

| Particulars                                  | As at 31.03.10 | 31.03.09     |  |  |
|--|----------------|--------------|--|--|
| SCHEDULE A                                   |                |              |  |  |
| SHARE CAPITAL                                |                |              |  |  |
| Authorised :                                 |                |              |  |  |
| 1,80,00,000 Equity Shares of Rs.10/- each    | 180,000,000    | 180,000,000  |  |  |
| Issued, Subscribed and Paid up :             |                |              |  |  |
| 13310400 Equity Shares of Rs.10 each         | 133,104,000    | 133,104,000  |  |  |
| TOTAL  | 133,104,000    | 133,104,000  |  |  |
| SCHEDULE B                                   |                |              |  |  |
| RESERVES AND SURPLUS                         |                |              |  |  |
| General Reserve                              | 2,554,798      | 2,554,798    |  |  |
| Profit & Loss Account                        | (380,793,436)  | (347,361,648 |  |  |
| State Subsidy                                | 1,000,000      | 1,000,000    |  |  |
| Share Premium                                | 279,525,000    | 279,525,000  |  |  |
| TOTAL  | (97,713,638)   | (64,281,850  |  |  |
| SCHEDULE C                                   |                |              |  |  |
| SECURED LOANS (see note 1)                   |                |              |  |  |
| WORKING CAPITAL                              |                |              |  |  |
| Bank of India-WCTL Account                   | -              | 22,598,693   |  |  |
| TOTAL  |                | 22,598,693   |  |  |
| UNSECURED LOANS                              |                |              |  |  |
| Council of Scientifc and Industrial Research | 4,160,755      | 4,660,000    |  |  |
| Others                                       | 2,974,000      | 3,718,000    |  |  |
| TOTAL  | 7,134,755      | 8,378,000    |  |  |
| SCHEDULE E                                   |                |              |  |  |
| SUNDRY DEBTORS                               |                |              |  |  |
| (UNSECURED, CONSIDERED GOOD)                 |                |              |  |  |
| Above 6 Months                               | 6,001,835      | 6,001,835    |  |  |
| Less then C Mantha                           | 1.076.052      | 4,002,020    |  |  |

1,276,963

4,093,938

Less than 6 Months

# FRONTIER INFORMATION TECHNOLOGIES LIMITED SCHEDULE 'D' FIXED ASSETS

Gross Block Depreciation Net Block S.No Description Opening Additions Deletions As at Opening For the Upto As at As at 01.04.2009 31.03.2010 31.03.10 31.03.10 31.03.09 Balance Deletions Year 1 Land 2 Buildings 3 Plant & Machinery ( 4 Electrical Installations 5 Furniture & Fixtures 6 Office Equipment 7 Knets 8 HelloAp.com 9 Libris Dev. systems ( 10 Libris Dev. Systems Ver II 11 Masterhealth Dev. systems 12 Masterhealth Version II ( 13 Web Enabled Masterhealth 14 Atithi Version II 15 Vehicles 16 Polysoft ſ Sub Total 180489286 53057237 Products under development ( Computer & Software(USA) ( Furniture & Fixtures(USA) Vehicles (USA) ( 182753142 53057237 Total Previous Year 

(Amount in Rupees)

| TOTAL   | 7,278,798  | 10,095,773 |
|---|------------|------------|
| 20  |            |            |
| SCHEDULE F  |            |            |
| CASH AND BANK BALANCES                                  |            |            |
| Cash on Hand  | 21,710     | 236,206    |
| Balances with Scheduled Banks:<br>- in Current Accounts | 94,064     | 626        |
| Balances with Non-Scheduled Banks:                      |            |            |
| - in Bank of America                                    | 1,287,608  | 158,612    |
| TOTAL   | 1,403,382  | 395,444    |
| SCHEDULE G  |            |            |
| OTHER CURRENT ASSETS                                    |            |            |
| - Tax Deducted at Source                                | 2,606,476  | 2,571,371  |
| - Rent Deposit/ Receivable                              | 120,000    | 60,000     |
| - US Branch other Advances A/c                          | 4,058,109  | 1,188,802  |
| TOTAL   | 6,784,585  | 3,820,173  |
| SCHEDULE H  |            |            |
| LOANS AND ADVANCES                                      |            |            |
| Secured   |            |            |
| -Loans  | -          | -          |
| Unsecured and Considered Good                           |            |            |
| -Loans  | -          | -          |
| - Advances recoverable in cash or in kind               |            |            |
| or for value to be received                             | 963,142    | 2,849,209  |
| - Deposits  | 187,677    | 681,245    |
| TOTAL   | 1,150,818  | 3,530,454  |
| SCHEDULE I  |            |            |
| CURRENT LIABILITIES AND PROVISIONS                      |            |            |
| a. Current Liabilities:                                 |            |            |
| Sundry Creditors  | 1,266,679  | 732,601    |
| Other Outstanding Liabilities                           | 26,653,634 | 29,095,406 |
| Total (a)   | 27,920,313 | 29,828,007 |
| b. Provisions:  |            |            |
| Provision for Gratuity                                  | 1,200,410  | 1,200,410  |
| Provision for Taxation                                  | -          | -          |
| Drovision for Eringo Donofit Tox                        |            | 7.025      |

Total (b)

Provision for Fringe Benefit Tax

-7,925

1,208,335

1,200,410

31,036,342

| SCHEDULE J<br>SOFTWARE AND ALLIED SERVICES | <u>, 4</u> , | <del>(•).(††††</del> † |
|--|--------------|------------------------|
| Sales - US Branch                          | 15,031,883   | 48,485,088             |
| Sales - Domestic                           | 658,248      | 600,100                |
| TOTAL                                      | 15,690,131   | 49,085,188             |
| SCHEDULE K                                 |              |                        |
| OTHER INCOME                               |              |                        |
| Rental Receipts                            | -            | -                      |
| Other income/Write Backs                   | 106,000      | 5,526,126              |
| TOTAL                                      | 106,000      | 5,526,126              |
| SCHEDULE L                                 |              |                        |
| SALARIES AND ALLOWANCES                    |              |                        |
| Salaries and Allowances                    | 14,485,125   | 44,628,577             |
| Directors' Remuneration                    | 1,680,000    | 1,680,000              |
| Employer's Contribution to PF & Gratuity   | 5,600        | 9,708                  |
| Employer's Contribution to ESI             | 2,423        | 7,603                  |
| Staff Welfare Expenses                     | 1,862        | -                      |
| TOTAL                                      | 16,175,010   | 46,325,888             |

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# SCHEDULE N

# FINANCIAL CHARGES

| Interest on Working Capital | -       | -       |
|-----------------------------|---------|---------|
| Interest - Others           | 698,947 | 144,183 |
| TOTAL                       | 698,947 | 144,183 |

# SCHEDULE M ADMINISTRATIVE EXPENSES

| Rent Charges                        | 269,759   | 338,260   |
|-------------------------------------|-----------|-----------|
| Rates & Taxes                       | 71,040    | -         |
| Insurance                           | 1,914,829 | 2,400,653 |
| Travelling Expenses - Directors     | -         | 4,170     |
| Travelling Expenses - Others        | 16,558    | 554,180   |
| Conveyance Expenses                 | 15,000    | 15,968    |
| Security Charges                    | -         | 76,800    |
| Advertising Charges                 | 57,306    | 17,817    |
| Electricity Charges                 | 26,826    | 23,476    |
| Telephone & Fax charges             | 85,506    | 91,578    |
| Postage & Telegram                  | 17,931    | 22,665    |
| Bad Debts Written Off               | -         | 1,783,006 |
| Printing, Stationery & Photocopying | 13,720    | 31,468    |
| Foreign Fluctuation loss            | 73,074    | 594,231   |
| Bank Charges                        | 46,562    | 167,960   |
| General Expenses                    | 237,387   | 38,019    |
| Payment to Auditors- Audit Fees     | 35,000    | 75,000    |
| - Tax Audit Fees                    | 15,000    | 25,000    |
| Repairs & Maintenance               |           |           |
| -Vehicles                           | 59,506    | 14,391    |
| - Computers                         | 11,030    | 23,750    |
| - Buildings                         | 378,016   |           |
| Demat Custodial Charges             | 100,808   | 51,388    |
| Office Expenses                     | 460,786   | 101,300   |
| Legal & Professional Charges US     | 738,213   | 1,942,369 |
| Listing Fees                        | 33,752    | 35,579    |
| Loss on sale of Asset               | 425,485   | -         |
| Share Transfer Fee                  | 120,000   | 125,400   |
| US Income Tax                       | -         | 298,972   |
| TOTAL                               | 5,223,094 | 8,853,400 |

for T.P.Rao & Co Chartered Accountants For and on behalf of the Board Frontier Information Technologies Limited

| (T. PRASADA RAO) |
|------------------|
| Proprietor       |

(V K PREMCHAND) Managing Director (M.V.SASTRY ) Director

Place : Hyderabad Date : 01.09.2010

# **SCHEDULE : O**



# A. SIGNIFICANT ACCOUNTING POLICIES :

#### 1. Basis of Preparation of Financial Statements:

The financial statements are prepared in accordance with Indian Generally accepted principles (GAAP) under the historical cost convention on the accrual basis. GAAP comprises mandatory accounting standards issued by Institute of chartered Accountants of India (ICAI), the provisions of the Companies act 1956. Management evaluates all recently issued or revised accounting standards on an ongoing basis.

#### 2. Use of Estimates:

The preparation of financial statements in conformity with GAAP requires Management to make estimates and assumptions that affect the reported balances of assets and liabilities and disclosures relating to contingent assets and liabilities as at the date of the financial statements and reported amounts of income and expenses during the period. Examples of such estimates include provision for doubtful debts, future obligations under employee retirement benefit plans, income taxes, and the useful lives of fixed assets and intangible assets.

# 3.: **Revenue Recognition :**

1.Software consultancy fee comprises of :

- a) Services valued and invoiced on the basis of work completed and / or delivered
- b) Annual maintenance charges invoiced as appropriated for the accounting period.

2. Professional services are taken into account on the basis of services rendered during the accounting period at the rate agreed upon.

3. Student training fee receipts are accounted on accrual basis.

# 4. Fixed Assets, Intangible Assets and Capital work in progress:

Fixed assets are stated at cost less accumulated depreciation. All costs, directly attributable to bringing the asset to the present condition for their intended use, are capitalized.

Intangible Assets in the form of Software Products developed by the company are accounted for based on expenditure incurred towards development of software products and capitalized where the products can be separately identified and are capable of being sold as independent units.

Capital work in progress comprises outstanding advances paid to acquire fixed assets, and the cost of fixed assets that are not yet ready for their intended use at the balance sheet date. Intangible assets are recorded at the consideration paid for acquisition.

#### 5. **Depreciation**

- a) Depreciation on fixed assets located in India is provided as per the rates specified in the Schedule XIV of the Companies Act, 1956 under Straight Line Method (SLM). The software Packages are depreciated as in the past on a consistent pattern.
- b) Depreciation on computers & software, vehicles, furniture & fixtures located outside India is provided as per the rates of depreciation specified in the local laws of the respective country provided the rates are not lower than the rates specified in Schedule XIV of the Companies Act, 1956.
- c) Depreciation on software products is made based on the estimated useful life of the assets, which is taken as 6 Years.



# 6. Investments

Investments are classified into current investments and long term Investments. Current investments are carried at the lower of cost or market value. Any reduction in carrying amount and any reversals of such reduction are charged or credited to the profit and loss account. Long-term investments are carried at cost less provision made to recognize any decline, other than temporary, in the value of such investments.

# 7. Taxes on Income

Tax expense for a year comprises of current tax and deferred tax. Current taxes are measured at the amounts expected to be paid using the applicable tax rates and tax laws. Deferred tax assets and liabilities are measured using tax rates and 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 profit and loss account in the year of change. Deferred tax assets and deferred tax liabilities are recognized for the future tax consequences attributable to differences between the financial statements carrying amounts of existing assets and liabilities and their respective tax bases and operating loss carry forwards.

# 8. Valuation of WIP :

Raw material, work-in-progress, components, stores and spares and packing materials are valued at cost. Finished goods are valued at cost or net realizable value whichever is less.

# 9. Development of Products :

Expenditure incurred towards development of software products is capitalized where the products can be separately identified and are capable of being sold as independent units. Other expenditure incurred towards development of software packages is charged off to revenue during the year.

# **10. R& D Expenditure** :

Expenditure incurred on Research and Development of software tools and applications are written off in the year in which the expenditure is incurred. Assets used for research and development activities are included in fixed assets.

# **11.** Foreign Currency Transactions:

All revenue and expense transactions at the Foreign Branches during the year are reported at average rate. Monetary assets and liabilities are translated at the rate of exchange prevailing on the date of the Balance Sheet whereas non-monetary assets and liabilities are translated at the rate of exchange prevailing on the date of the transaction. Fixed assets are carried at the exchange rate prevailing on the date of purchase. Fixed assets and depreciation are accounted as per the company's policy. The operations of foreign branches of the company are of integral in nature and the financial statements of these branches are translated using the same principles and procedures of the head office.

# **B. NOTES ON ACCOUNTS :**

# 1. Secured Loans

- a) Working Capital Term Loan of Rs. 2,25,98,693 from Bank of India, Hyderabad Overseas Branch, Hitec City, Madhapur, Hyderabad secured by Hypothecation of book debts, computers, peripherals, machinery, office equipment, air conditioners, furniture & fixtures, vehicles etc. and also by equitable mortgage by deposit of title deeds of Company's Land and Buildings, has been closed by repayment during the year.
- b) The company received sanction of One time Settlement dated 28.04.2008 granted by the said bank for Rs 2, 30, 00,000/-. The loan amount has been repaid in July 2009 as per OTS sanctioned by the bank.



- 2 Balances of Sundry Debtors, Sundry Creditors, Loans & Advances are subject to Confirmation.
- 3 Provision has been made towards the liability for payment of gratuity for the Eligible employees as per the provisions of the Payment of Gratuity Act, 1972.

4 The company is engaged in the business of development of computer software and other related services. The production and sale of such software is not capable of being expressed in any generic unit and, hence, is not possible to give the quantitative details of sales and the information as required under paragraph 3, 4C and 4D of Part II of schedule VI of the Companies Act, 1956.

5. In the opinion of Management, there are no small scale industrial undertaking(s), creditors, to whom company owes a sum exceeding Rupees One Lakh which is outstanding for more than 30 days and hence details in respect of outstanding dues to small scale industrial undertaking(s) are not furnished as required, as per the notification no GSR 129 (E) dated February 22, 1999 issued by Department of Company Affairs.

6 Foreign Exchange earnings and outgo: (On receipt basis and excluding transactions in overseas branches).

| Foreign Exchange inflow      | : | Rs 6.06 Lakhs ( P.Y. Rs. 10.67 lakhs) |
|------------------------------|---|---------------------------------------|
| (Towards Inward remittances) |   |                                       |
| Foreign Exchange outgo       | : | Rs. Nil (P.Y. Rs. Nil)                |

# 7. Contingent Liabilities :

 Disputed Income tax demands relating to Asst Years 2001.02 & 2002.03 amounting to Rs 13.40 lakhs. The issues are under appeal before appropriate Appellate Authorities and as per the opinion of the company's tax advisers the possibility of crystallization of liability is fairly unlikely.

# 8. Segment Information

In terms of AS 17 issued by The Institute of Chartered Accountants of India on Segment Reporting, The Company operates in a single business segment i.e., software services. The services are provided based on geographical location is as under :

| United states of America    |                   |
|-----------------------------|-------------------|
| (Through Branch operations) | : Rs 150.32 lakhs |
|                             |                   |
| India                       | : Rs 3.80 lakhs   |

# 9. Related Party Transactions

Related party disclosures, as required by Accounting Standard – AS 18 "Related Party Disclosures" issued by the Institute of Chartered Accountants of India are given below:

# A. Name of the related party and nature of relationship where control exists

| 1.Associates                           |                            |                     |  |  |
|--|----------------------------|---------------------|--|--|
| a) Frontier Life Sciences Limited      |                            |                     |  |  |
| There are no transactions              | with these companies durin | ng the year.        |  |  |
| b) Knowledge ware Technologies Limited |                            |                     |  |  |
| There are no transactions              | with these companies duri  | ing the year.       |  |  |
| 2 .Key Management                      |                            |                     |  |  |
| Personnel                              | a) V.K. Premchand          | - Managing Director |  |  |
|  |                            |                     |  |  |



**B.** Transaction with related parties as per books of account.

|   | (Rs. In Lakhs) |            |                                |            |
|---|----------------|------------|--------------------------------|------------|
|   | Subsidiarie    | Associates | Key<br>Management<br>Personnel | -<br>Total |
| Rendering of Software Services  | -              | -          | -                              | -          |
| Receiving of Software Services  |                |            |                                |            |
| Arrangement of<br>Finance (Opening Balance)<br>Others – Payments<br>Others – Receipts<br>Dis investment | -              | 19.68<br>- | -                              | 19.68<br>- |
| Remuneration to<br>Managing Director<br>C. The information given above                                  |                |            | 16.80                          | 16.80      |

**C.** The information given above, has been reckoned on the basis of information Available with the Company.

# 10. Earnings per share

Earning per share / Loss per share is calculated by dividing the profit/loss attributable to equity shareholders by the average number of shares outstanding during the year.

| 1.Loss as per Profit & Loss A/c | Rs. 3,34,60,014 |
|---------------------------------|-----------------|
| 2.Number of shares (nos)        | 1,33,10,400     |
| 3.Loss Per share (Rs.)          | (2.51)          |
| 4.Face value per share (Rs.)    | 10.00           |

# 11. Taxation

Pursuant to the Accounting Standard AS22 on "Accounting for Taxes on Income" issued by the Institute of Chartered Accountants of India the company has to recognize any deferred tax or liability in its books of account. Accordingly the company has evaluated the various elements of tax computation to determine whether any tax asset or liability needs to be recognized. The Company has incurred substantial losses and it is not considered prudent to identify deferred tax assets.

# 12. Rounding off & Regrouping :

The previous year's figures have been regrouped where necessary to correspond with current year's figures. The figures are rounded off to the nearest rupee.

| Vide our report of even date annexed<br>For T.P. RAO & CO<br>Chartered Accountants | For an                               | nd on behalf of Board    |
|--|--------------------------------------|--------------------------|
| (T Prasada Rao.)<br>Proprietor   | (V.K.PREMCHAND)<br>Managing Director | (M.V.SASTRY)<br>Director |
| Place: Hyderabad<br>Date: 01.09.2010   | 28                                   |                          |

| CASH FLOW STATEMENT PURSUANT TO THE CLAUS                     | DE 52 OF LISTING AU    |                 |          | <b>1</b><br>n Lakhs |
|---|------------------------|-----------------|----------|---------------------|
| Particulars   | Mar 2010               |                 | Mar 20   | )09                 |
| A. CASH FLOW FROM OPERATING ACTIVITIES                        |                        |                 |          |                     |
| Net Loss as per Profit & Loss account                         | -334.32                |                 | -309.92  |                     |
| Less: Depreciation  | 268.66                 |                 | 293.31   |                     |
| Less: Writeoffs   | 0.00                   |                 | 0.00     |                     |
| Less: Bad debts written off                                   | 0.00                   |                 | 17.83    |                     |
| Add: Profit on sale of investments                            | 0.00                   |                 | 0.00     |                     |
| Add: Unclaimed Salaries Written off                           | 0.00                   |                 | 0.00     |                     |
| Loss before depreciation and write offs                       |                        | -65.66          |          | 1.2                 |
| but after dividend and taxes                                  |                        |                 |          |                     |
| B.CASH FLOW FROM INVESTING ACTITIVITES                        |                        |                 |          |                     |
| Additions to Fixed Assets                                     | -1.35                  |                 | -40.49   |                     |
| Decrease in Fixed Assets                                      | 312.34                 |                 | 0.00     |                     |
| Movement in Current Assets & Liabilities                      | 3.17                   |                 | 81.40    |                     |
| Sale of Investments   | 0.00                   |                 | 0.00     |                     |
|   |                        | 314.16          |          | 40.9                |
| Net Cash from Operating Activities                            |                        | 248.50          |          | 42.1                |
| C. CASH FLOW FROM FINANCING ACTIVITIES                        |                        |                 |          |                     |
| Increase in Short Term Borrowings                             | -12.43                 |                 | 0.00     |                     |
| Increase in Long term Borrowings                              | -225.99                |                 | -63.02   |                     |
| Net cash generated in financing activities                    |                        | -238.42         |          | -63.02              |
| D. NET INCREASE/DECREASE IN                                   |                        |                 |          |                     |
| CASH AND CASH EQUIVALENTS                                     |                        | 10.08           | 0.00     | -20.8               |
| E. CASH AND CASH EQUIVALENTS - OPENING BAL                    |                        | 3.95            | 0.00     | 24.84               |
| F. CASH AND CASH EQUIVALENTS - CLOSING BAL                    |                        | 14.03           | 0.00     | 3.95                |
|   | For and on beha        | alf of the Boar | rd       |                     |
| Place:Hyderabad   | (V.K.Premchand)        | (M.V.Sastr      | V)       |                     |
| Date: 01.09.2010  | Managing Director      | Director        |          |                     |
| AUDITORS' CERTIFIC  | ATE                    |                 |          |                     |
| We have examined the attached Cash Flow Statement of Fron     | tier Information Techn | ologies Limit   | ed for   |                     |
| the year ended March 31, 2010. The Statement has been prep    | bared by the Company   | in accordance   | <b>e</b> |                     |
| with the requirements of Clause 32 of Listing Agreements with | -                      |                 |          |                     |
| and in agreement with the corresponding Profit and Loss Acc   |                        | t of the Comp   | pany     |                     |
| covered by our Report of even date to the Members of the Cor  | npany.                 |                 |          |                     |
|   | for T.P.RAO & CO.,     |                 |          |                     |
|   | Chartered Accountar    | nts             |          |                     |
| Place:Hyderabad   |                        |                 |          |                     |
| Date : 01.09.2010   | (T.PRASADA RAO         | )               |          |                     |
|   | Proprietor             |                 |          |                     |

# BALANCE SHEET ABSTRACT AND COMPANY'S GENERAL BUSINESS PROFILE (SCHEDULE VI-PART IV - THE COMPANIES ACT, 1956

| (SC | HEDULE VI-FARTIV  | - THE COMPANIES AG                                     | . 1, 1950                |                                      |  |
|-----|---|--|--------------------------|--------------------------------------|--|
| Ι   | Registration details  |  | State Code               | Balance Sheet date                   |  |
|     | Registration No.  | 6644   | 01                       | 3/31/2010                            |  |
| II  | Capital raised during t   | apital raised during the year (amount in Rs thousands) |                          |                                      |  |
|     | Public Issue  | NIL  | Rights Issue             | NIL                                  |  |
|     | Bonus Issue   | NIL  | Private Placement        | NIL                                  |  |
| III | Position of mobilisation and deployment of funds (amount in Rs.thousands) |  |                          |                                      |  |
|     | Total Liabilities   | 42525  | Total Assets             | 42525                                |  |
|     | Sources of funds<br>Paid up Capital                                       | 133104   | Reserves and Surplus     | -97714                               |  |
|     | Secured Loans   | 0  | Unsecured Loans          | 7134.755                             |  |
|     | Application of Funds  |  |                          |                                      |  |
|     | Net Fixed Assets  | 55028  | Investments              | 0                                    |  |
|     | Net Current Assets  | -12503   | Misc. expenditure        | 0                                    |  |
|     | Accumulated Losses  | -380793  |                          |                                      |  |
| IV  | Performance of Company (amount in Rs.thousands)                           |  |                          |                                      |  |
|     | Turnover  | 15796  | Expenditure              | 48963                                |  |
|     | Profit/Loss Before<br>Tax   | -33167   | Profit/Loss After<br>Tax | -33432                               |  |
|     | (Please tick appropriate box + for Profit - for Loss)                     |  |                          |                                      |  |
|     | Earning per Share in Rs.  | (2.51170)  | Dividend Rate            | NIL                                  |  |
| V   | GENERIC NAME/S  | of THREE PRINCIPAL P                                   | RODUCTS / SERVICE        | S OF COMPANY (as per monetary terms) |  |
|     | Item Code No.(ITC Cod 000009322   |  |                          |                                      |  |
|     | Product Description SOFTWARE DEVELOPMENT AND TRAINING                     |  |                          |                                      |  |



# FRONTIER INFORMATION TECHNOLOGIES LIMITED

Registered Office: 2nd Floor, 8-3-1116/1, Keshav Nagar, Srinagar Colony Main Road, Hyderabad-500 073

Folio/Client ID No.

No. of Shares held .....

# **PROXY FORM**

| I/We  | Of  | in the district                   |  |  |
|---|---|-----------------------------------|--|--|
| of  | Being a member/members of the a   | hove named company hereby         |  |  |
| appoint<br>Mr/Ms  | in the dis  |                                   |  |  |
| Meeting of the Company to                                   | <br>nd to vote for me/us on my/our behalf at the<br>be held on 30.09.2010 at 10.00 A.M. at Reg<br>agar Colony Main Road, Hyderabad-500 07 | istered Office: 2nd Floor, 8-3-   |  |  |
| Signed this   | day of  | 2010. Affix                       |  |  |
| Signature of the member                                     |   | Revenue                           |  |  |
| Signature of the Proxy                                      |   | Stamp                             |  |  |
|   | nust be deposited at the Registered Office of e meeting. The Proxy need not be a member.  |                                   |  |  |
|   |   |                                   |  |  |
|   | NTIER INFORMATION TECHNOLOGI<br>16/1, Keshav Nagar, Srinagar Colony Main  |                                   |  |  |
| Folio/Client ID No  | No. of Sł   | No. of Shares held                |  |  |
|   | ATTENDANCE SLIP   |                                   |  |  |
|   | e at the Twenty Second Annual General Me<br>shav Nagar, Srinagar Colony Main Road, Hy   |                                   |  |  |
| Full Name of Share Holder                                   | (in block letters) Signature  |                                   |  |  |
| Folio/Client ID No:   |   | No. of Shares held                |  |  |
| Full Name of the Proxy (in<br>(To be filled if the proxy at |   |                                   |  |  |
|   | g the meeting in person or by proxy are requent the meeting hall.   | lested to complete the attendance |  |  |