

#### From the CEO's desk.....



Dear fellow stakeholders, It is with a sense of responsibility and accountability, I present the 17<sup>th</sup> Annual Report of your company.

Fiscal 2009-10 was a tough year for the industry. During the year 2009, the IT sector for the first time ever, experienced a negative "Quarter Over Quarter" growth rate. There are encouraging signs for recovery during the current fiscal year and beyond. During the fourth quarter of the fiscal year, the company has experienced some improvements in order booking.

While the turnaround in Europe is expected to be slow, the economic recovery in US is bullish. This recession is not like what we have seen in normal economic cycles. It is lot deeper and more widespread and caused a reset for lot of companies worldwide. As a result of this reset, the organizations are leaner, more efficient and more focused on leveraging their direct employees for their internal development activities.

Given this change in operational thinking, we find that our customers are looking for partnerships rather than a typical customer/vendor relationship. Quality and continuous improvement is the backbone of your company and it is an expression of our corporate culture. This along with our investment in emerging technologies enables us to build strong relationships with our existing customers as well as forge new ones.

The consolidated operating revenues have declined by 12% compared to the previous year. In spite of a drop in sales, the gross margin for this year has improved to 25% as compared to 8% in the previous fiscal year. Our Wholly Owned Subsidiary, Danlaw Technologies Inc., has posted revenues of Rs.163 lacs,

and that is an improvement of 39% year over year.

The emerging economies afford exciting opportunities for our company. The Engineering division has established a new relationship with a leading auto manufacturer in India. We continue to expand our relationships with the domestic defense customers. Given this expansion of our relationships, we see signs of significant orders being released during this fiscal year.

While Global economic revival has proven to be sluggish, India's economic revival appears to be moving more briskly than that of other countries. The result of this economic uptick in India has caused significant turnover in human resources. Your company is taking measures to retain people by providing incentives to manage the effects of turnover.

I thank our shareholders, clients, partners, government agencies for their support last year and look forward to the same this year.

Finally, I wish to acknowledge our talented and committed associates for their tireless efforts toward the continued success of Danlaw and its customer commitments.



Raju S. Dandu Chairman & Managing Director



## **BOARD OF DIRECTORS**

Raju S Dandu Chairman & Managing Director

Prakash S Kenjale Director

M A Ashok Kumar Director

N S Sappata Director

K N Praveen Kumar Additional Director

## **MANAGEMENT TEAM**

B V Ramana Chief Operating Officer

Prakash B Kulkarni Executive Vice President – IT

G Govardhan Rao Vice President

Kishan Chowbene Vice President - Marketing & Sales

E U S Prabhakar General Manager - ESD

A V R K Varma General Manager – Finance

## REGISTERED OFFICE

Plot No.43, Sagar Society, Road No.2, Banjara Hills, Hyderabad 500 034. info@danlawinc.com

## **USA SUBSIDIARY**

Danlaw Technologies Inc. 23700, Research Drive, Farmington Hills, MI 48335-2624, USA.

#### **AUDITORS**

M/s. Ramana Reddy & Associates (formerly known as M/s. A. M. Reddy & Co.,) Chartered Accountants, 10-5-6/B, "My Home Plaza" Off: 103, II Floor, Masab Tank, Hyderabad 500 028.

## **BANKERS**

The Dhanalakshmi Bank Ltd, Banjara Hills Branch, Hyderabad.

HDFC Bank Ltd. , Banjara Hills Branch, Hyderabad.

# DEPOSITORY REGISTRARS & SHARE TRANSFER AGENTS

Sathguru Management Consultants (P) Ltd. Plot No. 15, Hindi Nagar, Punjagutta, Hyderabad 500 082. Phones: 040-23356507, 23350586 E-mail: sta@sathguru.com



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## **NOTICE**

Notice is hereby given that the Seventeenth Annual General Meeting of the Company will be held on Thursday, the 30th day of September 2010 at 11 a.m. at the Registered Office of the Company at Plot 43, Sagar Society, Road 2, Banjara Hills, Hyderabad – 500034, to transact the following business:

## ORDINARY BUSINESS

- 1. To receive, consider and adopt the Audited Balance Sheet as at 31st March 2010 and the Profit & Loss Account for the year ended as on that date, along with the Auditors' Report and the Directors' Report thereon.
- 2. To appoint a director in place of Mr. N.S. Sappata, who retires by rotation and being eligible, offers himself for reappointment.
- To appoint Statutory Auditors to hold office from the conclusion of this Annual General Meeting until
  the conclusion of the next Annual General Meeting and to authorize the Board of Directors to fix their
  remuneration.

## SPECIAL BUSINESS

4. Appointment of Mr. K.N. Praveen Kumar as Director

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

"RESOLVED THAT Mr. K.N. Praveen Kumar, who was appointed as an Additional Director with effect from 19.07.2010 and who holds office upto the date this Seventeenth Annual General Meeting and in respect of whom the Company has received a notice in writing from a member proposing his candidature for the office of directorship (under Section 257 of the Companies Act, 1956), be and is hereby appointed as Director of the Company whose period of office shall be liable to determination by retirement of directors by rotation."

By Order of the Board For Danlaw Technologies India Ltd.,

Place: Hyderabad Date: July 19, 2010

> Raju S. Dandu Managing Director



#### Notes:

- 1. A member entitled to attend and vote at the meeting is entitled to appoint a proxy and such proxy need not be a member of the Company. The instrument appointing a proxy should however be deposited at the Registered Office, not less than 48 hours before the commencement of meeting.
- 2. Members / Proxies are requested to bring copies of Annual Report along with them and the duly filled-in attendance slips for attending the meeting. No copies of Annual Report will be distributed at the meeting.
- 3. The Register of Members and Share Transfer Books of the Company will remain closed from September 27, 2010 to September 30, 2010 (both days inclusive).
- 4. The Explanatory Statement pursuant to Section 173(2) of the Companies Act, 1956, in respect of special business as set out above is annexed herewith.
- 5. Members seeking any additional information on the accounts of the Company should write to the Compliance Officer on or before September 27, 2010, to facilitate the compilation of data for clarifications.
- Members are requested to send all communications relating to shares to the Company's Share Transfer Agents (Physical and Electronic) to M/s. Sathguru Management Consultants Private Limited, Plot 15, Hindi Nagar, Panjagutta, Hyderabad – 500082. Phone Nos.: 040-23356507 & 23350586. E-mail: sta@sathguru.com.
- 7. Information about the director being re-appointed: Mr. N.S. Sappata is the Non-Executive Director of the Company. Commander N.S. Sappata has served in Indian Navy from December 1973 to January 2008 as Deputy General Manager in Dockyards, Ship Building Center and served in R&D Unit from November 2001 to January 2008 and served on Board in Ships.



#### **EXPLANATORY STATEMENT**

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

#### Item No.4

Appointment of Mr. K.N. Praveen Kumar as Director

The Board has appointed Mr. K.N. Praveen Kumar as an Additional Director with effect from 19.07.2010. He was also appointed as a Member of the Audit Committee.

He holds office of directorship upto the date of the ensuing Seventeenth Annual General Meeting. The Company received a notice in writing from a member along with a deposit of Rs.5,000/- proposing the candidature of Mr. K.N. Praveen Kumar for the office of directorship under the provisions of Section 257 of the Companies Act, 1956.

The Board of Directors recommends the resolution for the approval of the Members. None of the Directors of the Company, except Mr. K.N. Praveen Kumar himself, are considered or interested in the proposed resolution.

#### Information about Mr. K.N. Prayeen Kumar

Mr. K.N. Praveen Kumar, B.E. (Mech.)., is a Retired Superintending Engineer from the Public Health & Municipal Engineering Department, Government of Andhra Pradesh. He entered into government service during 1976 as Junior Engineer subsequently promoted as Deputy Executive Engineer, Executive Engineer, Deputy Superintending Engineer, and Superintending Engineer, and took voluntary retirement on 28.10.2008. He also worked as Deputy Chief Transport Officer in Municipal Corporation of Hyderabad (MCH), as Chief General Manager in Hyderabad Metro Water Supply & Drainage Board (HMWS&D). He designed and executed water supply schemes (systems) and underground drainage schemes (systems) during his service tenure of 32 years. He dealt with inviting tenders and acceptance and fixing agency with respect to civil engineering, mechanical engineering works like pump sets, mechanical equipments, water supply systems, etc. He is Life Member in Institute of Engineers, Kolkata, and Life Member in Indian Water Works Association, Mumbai. He underwent refresher courses in drawing and disbursing officers, disaster management, Right to Information Act, etc.

By Order of the Board For Danlaw Technologies India Limited

Place: Hyderabad Raju S. Dandu Date: July 19, 2010 Managing Director



# **DIRECTORS' REPORT**

To, The Members,

Your Directors take pleasure in presenting the 17<sup>th</sup> Annual Report and the Audited Statement of Accounts for the year ended 31<sup>st</sup> March 2010.

#### FINANCIAL PERFORMANCE

Key aspects of your Company's financial performance for the year 2009-10 are tabulated below:

Rs. in Lakhs

| Particulars   | 2009-10 |          |         | 2008-09   |          |           |
|---|---------|----------|---------|-----------|----------|-----------|
| rancalars   | DTIL    | wos      | Cons.   | DTIL      | wos      | Cons.     |
| Net sales/Income from operations                      | 453.74  | 162.97   | 616.71  | 568.58    | 117.36   | 703.94    |
| Other Income  | 77.42   | -        | 77.42   | 64.38     | -        | 64.38     |
| Total Income  | 531.16  | 162.97   | 694.13  | 650.96    | 117.36   | 768.32    |
| Direct cost   | 349.04  | 116.67   | 465.71  | 541.35    | 106.70   | 648.05    |
| Gross Profit  | 182.12  | 46.30    | 228.42  | 109.61    | 10.66    | 120.27    |
| Selling expenses                                      | 48.59   | 2.35     | 50.94   | 57.03     | 14.54    | 71.56     |
| General & Admin expenses                              | 147.47  | 25.17    | 172.64  | 189.95    | 18.18    | 208.14    |
| Profit / (Loss) before Interest, Depreciation and Tax | (13.94) | 18.78    | 4.84    | (137.37)  | (22.06)  | (159.43)  |
| Interest  | 22.43   | -        | 22.43   | 9.33      | -        | 9.33      |
| Depreciation  | 15.63   | 2.33     | 17.96   | 24.59     | 1.78     | 26.37     |
| Exceptional Items                                     | -       | -        | -       | 1044.75   | 108.55   | 1153.30   |
| Extraordinary Items                                   | -       | -        | -       | 20.62     | -        | 20.62     |
| Net Profit / (Loss) before tax                        | (52.00) | 16.45    | (35.55) | (1236.66) | (132.39) | (1369.05) |
| Income tax  | -       | -        | -       | 52.14     | -        | 52.14     |
| Deferred taxes  | (14.29) | 4.72     | (9.56)  | (287.92)  | (48.72)  | (336.64)  |
| Profit / (Loss) after tax                             | (37.71) | 11.73    | (25.99) | (1000.88) | (83.67)  | (1084.55) |
| Paid up equity share capital                          | 372.03  | 295.66   | 372.03  | 372.03    | 295.66   | 372.03    |
| Reserves and Surplus (excl. revaluation reserve)      | 1759.47 | (213.96) | 1545.51 | 1795.18   | (116.61) | 1678.57   |
| Earnings per share                                    | (1.01)  | -        | (0.70)  | (26.90)   | -        | (29.15)   |

The Gross Profit for the year has increased to Rs. 228 lacs (37%) as compared to Rs. 120 lacs (17%) last year, even though the total sales of the Company have come down by 12%. This is made possible because of the cost control measures implemented by the management. The direct Cost of Sales has been reduced by 16%. The General & Administration (G&A) costs relative to the sales have also come down significantly. The overall profit from operations has increased to Rs. 5 lacs as compared to a loss of Rs. 159 lacs last year.

The increase in other income is mainly on account of exchange gain. An amount of Rs. 2.32 lacs was written off as bad debt from domestic debtors. Your management has made every single effort possible to collect these receivables without success.



#### **CORPORATE GOVERNANCE**

The Corporate governance practices are described separately in page no.10 of this Annual Report. We have obtained a certification from the statutory auditor of the Company as to the compliance of the provisions of the relevant clauses of the Listing Agreement. This certificate is given in page no.15.

#### **EMPLOYEE PARTICULARS**

No employee of the Company falls within the limits prescribed under the provisions of Section 217(2A) of the Companies Act, 1956 read with the Companies (Particulars of Employees) Rules, 1975.

#### FIXED DEPOSITS

The Company has not accepted or invited any deposits and consequently no deposit has matured / become due for repayment as on 31st March 2010.

#### WHOLLY OWNED SUBSIDIARY

The Company has a wholly owned subsidiary in USA, Danlaw Technologies Inc. The financial statements of the said Company have been attached herewith for complying with the provisions of Section 212 of the Companies Act, 1956.

#### MANAGEMENT DISCUSSION AND ANALYSIS REPORT

A management discussion and analysis report, pursuant to clause 49 of the listing agreement forms part of this report and is annexed hereto.

#### DIRECTORS RESPONSIBILITY STATEMENT

Pursuant to the provisions of Section 217 (2AA) of the Companies Act, 1956, the Board of Directors of the Company confirms that:

- a) In the preparation of annual accounts for the year ended 31st March 2010, the applicable accounting standards have been followed along with proper explanation relating to any material departures.
- b) Such accounting policies as mentioned in schedule of the notes to the financial statements have been selected and applied consistently and 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 for the financial year ended 31st March 2010 and of the profit and loss of the Company for the year ended on that date.
- c) Proper and sufficient care has been taken for the maintenance of adequate accounting records in accordance with the provisions of the Companies Act, 1956 for safeguarding the assets of the Company and for preventing and detecting fraud and other irregularities.
- d) The annual accounts for the financial year 2009-2010 have been prepared on a going concern basis.

#### **AUDITORS**

M/s. A.M. Reddy & Co., Chartered Accountants, Statutory Auditors of the Company, retire at the conclusion of the ensuing annual general meeting. They have expressed their willingness to accept re-appointment.



M/s. A.M. Reddy & Co., Chartered Accountants have confirmed that their appointment, if made, shall be in accordance with the provisions of Section 224(1B) of the Companies Act, 1956.

CONSERVATION OF ENERGY, RESEARCH AND DEVELOPMENT, TECHNOLOGY ABSORPTION, FOREIGN EXCHANGE EARNINGS AND OUTGO AS REQUIRED U/s.217 (1)(e) OF THE COMPANIES ACT, 1956

#### a) Conservation of Energy:

The Company is engaged in the business of Software and Information Technology. The activity of the Company does not require huge energy/power. The Company is monitoring the consumption of energy and is identifying measures for saving energy. During the year the Company has taken adequate measures to use energy efficiently and reduce avoidable energy consumption.

## b) Research & Development and Technology Absorption:

- (i) R & D. Your Company has a team of people working on R & D. This year no revenue expenditure was deferred.
- (ii) Technology Absorption: Your Company continues to use state of the art technology for improving the productivity and quality of its products and services. To create adequate infrastructure, your Company continues to invest in the latest hardware and software.
- (iii) Foreign Exchange Earnings and Outgo: The particulars of foreign exchange earnings and outgo are given below:

| Particulars | 2009-2010<br>INR | 2008-2009<br>INR |
|-------------|------------------|------------------|
| Earnings    | 1,66,41,312      | 86,01,894        |
| Outgo       | 55,68,919        | 75,58,167        |

#### APPRECIATION & ACKNOWLEDGEMENTS

Your Directors take this opportunity to place on record their sincere thanks to the suppliers, customers, bankers, auditors, registrar and transfer agents and all others associated with the Company for their support and cooperation extended to the Company from time to time.

Your Directors express gratitude to the shareholders of the Company for the confidence reposed in the management. Your directors are also pleased to record their appreciation of the dedicated and sincere services of the employees of the Company

By Order of the Board For Danlaw Technologies India Ltd.

Hyderabad May 22, 2010 Raju S Dandu Chairman & Managing Director



## REPORT ON CORPORATE GOVERNANCE

## 1. The Philosophy and the Policy

The company's philosophy on corporate governance is based on the principles of ethical and responsible decision-making, integrity in financial reporting and recognizing the legitimate interest of the stakeholders. This is achieved through adoption of competitive corporate strategies, prudent business plans and strategic monitoring and mitigation of risks.

Corporate Governance has been a continuous journey at Danlaw always taking into account the welfare of its stakeholders in all its business decisions. Its business culture and practices are founded upon a common set of values that govern its relationships with customers, employees, shareholders, suppliers and the communities in which the company operates. The company follows sound and healthy business practices in all facets of its operations and conducts its business in a transparent manner.

#### 2. The Board and its Meetings

The Board consists of four directors of whom three are Independent Non-Executive directors. Four meetings were held during the Financial Year 2009-2010 on 29th May '09, 31st July '09, 23rd October '09, and 29th January '10.

The particulars of directors, their attendance and other directorships, memberships /chairmanships of committees for the financial year 2009-2010 are given below:

| Name Category                 |                           | Attendance<br>At |             | Particulars of other Indian Directorships,<br>Committee Memberships/Chairmanships |                         |                           |
|-------------------------------|---------------------------|------------------|-------------|---|-------------------------|---------------------------|
| runc                          | Cutegory                  | Board            | Last<br>AGM | Directorship  | Committee<br>Membership | Committee<br>Chairmanship |
| Raju S Dandu                  | Promoter Executive        | 4                | Yes         | Nil   | Nil                     | Nil                       |
| DSN Raju *                    | Promoter Non-executive    | 1                | No          | 1   | Nil                     | Nil                       |
| Prakash Kenjale               | Independent Non-executive | Nil              | No          | 1   | Nil                     | Nil                       |
| M. A. Ashok Kumar             | Independent Non-executive | 4                | Yes         | 1   | Nil                     | Nil                       |
| Naga Satyanarayana<br>Sappata | Independent Non-executive | 4                | Yes         | Nil   | Nil                     | Nil                       |

<sup>\*</sup>Mr. DSN Raju resigned as Director w.e.f. 17-07-2009

#### 3. The Committees of the Board

#### a) Audit Committee

As on date the Audit Committee consists of four directors as its members, out of whom three are independent non-executive directors and one is promoter managing director. Its members as on date are: Mr. Prakash S Kenjale, Mr. Naga Satyanarayana Sappata, Mr. M. A. Ashok Kumar and Mr. Raju S Dandu.



The Committee met four times during the financial year 2009-2010, on 29th May '09, 31st July '09, 23rd October '09, and 29th January '10.

The terms of reference to the Audit Committee are in line with the powers, duties and responsibilities stipulated in the 'Audit Committee Charter' drafted as per Clause 49 of the Listing Agreement and adopted by the Board.

#### b) Remuneration Committee

The company has a Remuneration Committee comprising the Non-executive Directors Mr. M A Ashok Kumar [Chairman], Mr. Prakash S Kenjale. The terms of reference are review of the compensation policy for the Executive Directors. Accordingly, they are authorised to negotiate, finalise and approve the terms of appointment for Managing Director/Whole-time Directors on behalf of the company.

#### Details of remuneration to directors

Non-Executive directors are not paid any remuneration, except sitting fee @ Rs.5,000/- per meeting attended by them.

The Managing Director is paid monthly remuneration by way of salary as approved by the committee, board and the members. The following is the remuneration paid to the directors during the financial year 2009 - 2010:

| Name                       | Salary   | Contribution<br>To PF | Perks | Sitting<br>Fee | TOTAL    |
|----------------------------|----------|-----------------------|-------|----------------|----------|
| Raju S Dandu               | 8,11,920 | 97,428                | 3,481 | -              | 9,12,829 |
| Prakash S Kenjale          | -        | -                     | -     | -              | -        |
| M A Ashok Kumar            | -        | -                     | -     | 30,000         | 30,000   |
| Naga Satyanarayana Sappata | -        | -                     | -     | 40,000         | 40,000   |

#### c) Share Transfer and Investors' Grievance Committee

Mr. MA Ashok Kumar and Mr. Raju SD and u are members of the committee. While Mr. Ashok Kumar is the Chairman, Mr. BV Ramana is the Compliance Officer and is responsible for the share transfers / demat and remat requests.

M/s. Sathguru Management Consultants Pvt. Ltd., the Registrars and Share Transfer Agents, maintains the share accounting package and upgrades the data on weekly basis, as per the information received from NSDL / CDSL. No investor complaints were received during the entire financial year.



#### 4. General Body Meetings

| Year      | Meeting | Date, Venue<br>& Time                              | Special Resolutions passed at the meetings   |
|-----------|---------|--|--|
| 2006-2007 | AGM     | 29th September, 2007<br>Regd. Office<br>11.00 a.m. | Nil  |
| 2007-2008 | AGM     | 27th September, 2008<br>Regd. Office<br>11.00 a.m. | Nil  |
| 2008-2009 | AGM     | 30th September, 2009<br>Regd. Office<br>10.00 a.m. | Appointment of Mr. N S     Sappata as Director      Appointment of Mr. M A     Ashok Kumar as Director |

#### 5. Disclosures

The details of transactions with related parties are given in 15.2.6 of the 'Notes on Accounts' at page no. 33 forming part of the accounts. There were no potentially conflicting transactions with the related parties. There were no 'charges of non-compliance' against the company.

## 6. Means of Communication

The periodical financial results are being released in the prescribed format within the prescribed time period from time to time. They were also sent to the Stock Exchanges promptly. These results were published in Financial Express and Andhra Prabha and were also posted on the website of the company, www.danlawtechnologies.com.

Official news releases, if any, shall also be promptly informed to the stock exchange alongwith posting of the same on the company's website. The company has not made any presentations to any institutional investors or analysts during the year under review.



## GENERAL SHAREHOLDERS INFORMATION

## (A) GENERAL INFORMATION

General information about the Company, viz., Contacts, Names of Directors, Compliance Officer, Management Team, Addresses of Registered Office, Subsidiary, Statutory Auditors, Bankers and Depository Registrars & Share Transfer Agents are provided at Page 2.

## (B) OTHER INFORMATION

Annual General Meeting

Day : Thursday

Date : 30<sup>th</sup> September, 2010

Time : 11.00 a.m.

Venue : Registered Office, at

Plot No. 43, Sagar Society, Road No. 2, Banjara Hills, Hyderabad 500 034.

Date of Book Closure : 27<sup>th</sup> to 30<sup>th</sup> September, 2010

(both days inclusive)

Financial Year : 1st April 2009 to 31s March 2010
Listing Details : Bombay Stock Exchange Limited

Stock Code : 532329

ISIN for NSDL & CDSL : INE310B01013

## (C) Market Price Data & Comparison with BSE Sensex

| Month        | Dar   | Danlaw |           | sex       |
|--------------|-------|--------|-----------|-----------|
|              | High  | Low    | High      | Low       |
| April 2009   | 11.10 | 7.50   | 11,492.10 | 9,546.29  |
| May          | 12.09 | 8.08   | 14,930.54 | 11,621.30 |
| June         | 14.59 | 10.40  | 15,600.30 | 14,016.95 |
| July         | 14.65 | 9.93   | 15,732.81 | 13,219.99 |
| August       | 14.24 | 12.15  | 16,002.46 | 14,684.45 |
| September    | 18.31 | 11.51  | 17,142.52 | 15,356.72 |
| October      | 15.30 | 9.95   | 17,493.17 | 15,805.20 |
| November     | 11.20 | 8.91   | 17,290.48 | 15,330.56 |
| December     | 11.29 | 9.12   | 17,530.94 | 16,577.78 |
| January 2010 | 13.50 | 9.20   | 17,790.33 | 15,982.08 |
| February     | 12.01 | 8.35   | 16,669.25 | 15,651.99 |
| March        | 12.79 | 8.75   | 17,793.01 | 16,438.45 |

Source: www.bseindia.com



## (D) Distribution of Shareholding as on March 31, 2010

| Category       | Shareholders | %      | Share<br>Amount<br>INR | %      |
|----------------|--------------|--------|------------------------|--------|
| 1 - 5000       | 1185         | 72.17  | 18,47,380              | 4.97   |
| 5001 - 10000   | 208          | 12.67  | 17,33,990              | 4.66   |
| 10001 - 20000  | 88           | 5.36   | 13,46,250              | 3.62   |
| 20001 - 30000  | 40           | 2.44   | 10,14,510              | 2.73   |
| 30001 - 40000  | 21           | 1.28   | 7,59,390               | 2.04   |
| 40001 - 50000  | 27           | 1.64   | 12,77,720              | 3.43   |
| 50001 - 100000 | 30           | 1.83   | 21,52,410              | 5.79   |
| 100001 & Above | 43           | 2.62   | 2,70,71,350            | 72.77  |
| Total          | 1642         | 100.00 | 3,72,03,000            | 100.00 |

## (E) Categories of Shareholders as on March 31, 2010

| Category                        | Shares    | %      |
|---------------------------------|-----------|--------|
| Promoters & Promoter Group      | 18,50,605 | 49.74  |
| Banks / FIs / MFs / Governments | 43,000    | 1.16   |
| Bodies Corporate                | 4,05,326  | 10.89  |
| NRIs / OCBs                     | 5,390     | 0.14   |
| Indian Public                   | 14,15,979 | 38.07  |
| Total                           | 37,20,300 | 100.00 |

## (F) Shares & Dematerialization

As per SEBI Regulations, the shares of the Company are brought under compulsory dematerialized form. The shares can be traded in dematerialized form only. The Company has entered into agreements with NSDL and CDSL, whereby shareholders have the option to dematerialize their shares with either of the Depositories. The Depository Registrars & Share Transfer Agents, M/s. Sathguru Management Consultants Private Limited, process the physical share transfers and demat / remat requests, with intimation to the Company. More than 95% of shares are dematerialized and there are no outstanding ADRs / GDRs or other instruments pending conversion into equity shares.



#### CORPORATE GOVERNANCE CERTIFICATE

The Members of M/s Danlaw Technologies India Limited Hyderabad

We have examined the compliance of the conditions of Corporate Governance by M/s.Danlaw Technologies India Limited for the year ended on 31st March, 2010 as stipulated in Clause 49 of the Listing Agreement of the said Company with Stock Exchanges in India.

The compliance of conditions of Corporate Governance is the responsibility of the management. Our examination was limited to the 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 explanations given to us, we certify that the Company has complied with the conditions of Corporate Governance as stipulated in the abovementioned Listing Agreement.

We state that in respect of investor grievances received during the year ended 31st March, 2010 no investor grievances are pending against the Company as on 30th April, 2010 as per the records maintained by the Company and presented to the Investors/Shareholders 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 A.M.REDDY & CO., Chartered Accountants FRN: 003246S

Place: Hyderabad. Date: May 22, 2010

(CA. Kishore Kumar. K)
Partner

Membership No. 215459

#### DECLARATION OF COMPLIANCE OF CODE OF CONDUCT

I hereby declare that the Company has obtained confirmation from all the Board Members and Senior management personnel of the Company for the compliance of the Code of conduct of the Company for the year.

Place : Hyderabad Raju S Dandu Date : May 22, 2010 Chairman & Managing Director



## MANAGEMENT DISCUSSION AND ANALYSIS REPORT

#### Overview

The financial statements have been prepared in compliance with Generally Accepted Accounting Principles (GAAP) in India. The financial statements for Danlaw Technologies Inc. (our US subsidiary) have been prepared in compliance with US GAAP. Our Management accepts full responsibility for the integrity of these financial statements.

#### Industry Structure and Development

Global recession had significant impact on the export revenues of Indian companies. There are encouraging signs for a recovery during the current fiscal year and beyond. Globalization along with changing economic and business conditions is driving the companies to transform the manner in which they operate.

To address the pressures of cost reduction in all aspects of a business the global organizations are more open to look at alternatives from products and solutions from India and China. This provides an opportunity for Indian companies to enter into some long-term relationships with OEMs and large Tier-1 suppliers. The English speaking talent pool along with significant cost savings still affords a strategic advantage for Indian companies.

Danlaw is still considered by our global clients as a premier source for designing and developing advanced technology products and solutions. Our model effectively integrates onsite and offshore execution capabilities to deliver both hardware and software solutions. We continue to train our resources in a broad range of existing and emerging technologies.

The continued focus areas of your company are Embedded Engineering Solutions (Hardware, Firmware and Software), Information Technology Services, and Intelligent Security Solutions. The diversification along with presence in both Indian and Overseas markets is our key for sustainability.

## Opportunities And Threats

#### Opportunities

The signs of recovery from global recession seem to be in sight, says NAASCOM, the premier trade body in India. NASSCOM has released its 'Perspective 2020' report that outlined opportunities and vision for the next decade. 'Transform Business, Transform India' is the vision adopted by NAASCOM and its' members for the next decade. As per NASSCOM's projections for the current fiscal year, the IT industry is likely to grow at 4-7 percent and projects that industry should see double digit growth from April next year.

According to NASSCOM, e-governance will be in focus in 2010, as many pilot projects will go live. Government departments and organizations are expected to launch several e-governance initiatives aimed at improving their interface with citizens of the country and easing their day-to-day lives.

## Threats, Risks and Concerns

While the strength of Rupee against US Dollar makes our imports (Security Products) slightly less expensive, it puts a pressure on our Rupee revenue from the US exports. While there are signs of recovery, the continued recession in the US auto industry makes our export revenues unpredictable. We are continuing our cost control measures to mitigate the impact of possible reduction in the revenues.



#### Performance and Outlook

The Engineering division continues to develop technologically advanced and complex solutions for both the domestic and overseas customers. Even in the economic downturn, an automotive tier-1 supplier has expanded the offshore development team from 7 to 12. We are also doing some offshore development work for a tier-1 that is involved in the battery technologies. The global push towards hybrid and electric vehicles provides us an opportunity for growth and positions us well for the future.

The Information Technologies division has successfully developed all the modules for the Municipal Administration System for Kolkata Urban Services for Poor (KUSP). All the modules have been accepted in principle and the 3-Year maintenance phase has started. The client has expressed desire to further engage us in enhancements to this product and other possible solutions. With several e-governance initiatives expected to be launched by Government organizations, our IT division is well positioned to take advantage and grow.

The Intelligent Security Solutions continues to face significant competition from low cost products from China. The division is exploring the possibilities of adding low cost alternatives (while maintaining high quality) to its product portfolio. The cost cutting measures taken by the management will help us remain competitive.

#### Business Outlook

Your company continues to forge relationships with several domestic companies along with expanding our relationships with global non-automotive customers. Some of the products developed for our domestic customers should come into production in the current fiscal year. As the global economy turns around, Strategic steps taken by your company enable us to be stronger as the global economy shows the signs of recovery.

#### Internal Control System and its Adequacy

Your Company has a policy of maintaining effective internal control system and also focuses on strict implementation of these policies and procedures so as to safe guard the assets and interests of the Company.

Your Company has an Audit Committee comprising of two-thirds of Independent Directors of the Company. The findings of internal audit are periodically placed before the Audit committee and the Board of directors of the Company. The Audit Committee also reviews periodically the performance of statutory and internal auditors, and adequacy of the internal control systems.

In order to ensure that the financial transactions comply with current legislative requirements and accounting standards, your Company has developed a Financial Accounting Procedure Manual (FAM). The FAM contains procedures, which cover the effective and efficient financial administration of the Company.

#### Financial Performance

During the year under review the Paid up Share Capital of the Company as on date is Rs.3,72,03,000/-comprising of 37,20,300 Equity Share of Rs. 10/-each. Your Company hasn't gone for any issue of shares during the fiscal year 2009-10.

The Net Sales for the current year are Rs. 617 Lacs as compared to Rs. 704 Lacs in the last fiscal year and this represents a year over year drop of 13%. While the sales have gone down the gross profit has increased to 33% compared to 16% last year. The company has posted a profit from operations of about Rs. 5 Lacs as compared to a loss of Rs. 159 Lacs last year.



For Danlaw Technologies Inc. (WOS), the revenues have increased by 39% year over year. DTI has posted a profit from operations of Rs. 19 Lacs compared to a loss of Rs. 22 Lacs during 2008-09.

The exchange gain of Rs. 19.2 Lacs which is included in the other income has affected earnings (slightly) positively for the current fiscal year.

## Material Development In Human Resources

Your Company believes that the quality of its employees is the key to success in the long run and is committed to provide the necessary training opportunities to enable them to adapt to the latest technological advancements. Additionally, we are taking steps to ensure the resources we have are utilized optimally.

As on date the Company has a total strength of 93 Employees.

## Cautionary Statement

Statements in the Management Discussion and Analysis describing the Companies objectives, projections, estimated and expectations may be forward-looking statement. Actual results may vary materially from those expressed or implied.



## CERTIFICATION BY CEO & CFO OF THE COMPANY

We, Raju S Dandu, Managing Director and A V R K Varma, Chief Manager-Accounts of Danlaw Technologies India Limited, to the best of our knowledge and belief certify that:

- 1. We have reviewed the Balance Sheet, Profit and Loss Account, its schedules & notes to the accounts and cash flow statement for the year ended 31st March 2010 and that to the best of our knowledge and belief:
  - a) these statements do not contain any materially untrue statement or omit any material fact or contain statements that might be misleading;
  - b) these statements together present a true and fair view of the Company's and are in compliance with existing accounting standards, applicable laws and regulations.
- 2. We also certify, that based on our knowledge and the information provided to us, there are no transactions entered into by the Company during the year which are fraudulent, illegal or violate the Company's code of conduct.
- 3. We accept the responsibility for establishing and maintaining internal controls for financial reporting and that we have evaluated the effectiveness of internal control systems of the Company pertaining to financial reporting and we have disclosed to the auditors and the Audit Committee, deficiencies in the design or operation of such internal controls, if any, of which we are aware and the steps taken or propose to take to rectify these deficiencies.
- 4. We have indicated to the Auditors and the Audit Committee:
  - a) significant changes in internal control during the year;
  - b) significant changes in accounting policies during the year and the same have been disclosed in notes to the financial statements; and
  - c) Instances of significant fraud of which we 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.

PLACE: HYDERABAD. (RAJU S DANDU) (AVRK VARMA)
DATE: May 22, 2010 Chairman & Managing Director Chief Manager - Accounts



## **AUDITORS' REPORT**

The Members of DANLAW TECHNOLOGIES INDIA LIMITED, HYDERABAD.

- 1. We have audited the attached Balance Sheet of M/s. DANLAW TECHNOLOGIES INDIA LIMITED as at 31st March, 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.
- 2. 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.
- 3. As required by the Companies (Auditor's Report) Order, 2003 issued by the Central Government of India in terms of sub-section (4A) of section 227 of the Companies Act, 1956 of India (the Act) and on the basis of such checks as we considered appropriate and according to the information and explanations given to us, we set out in the annexure a statement on the matters specified in paragraphs 4 and 5 of the said order.
- 4. Further to our comments in the Annexure referred to in paragraph 3 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 purposes of our audit;
  - (ii) 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;
  - (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 subsection (3C) of section 211 of the Companies Act, 1956;
  - (v) On the basis of written representations received from the directors, as on 31st March, 2010, and taken on record by the Board of Directors, we report that none of the directors is disqualified as on 31st March 2010 from being appointed as a director in terms of clause (g) of sub-section (1) of section 274 of the Companies Act, 1956;



- (vi) In our opinion to the best of our information and according to the explanations given to us, the said accounts together with the notes thereon and attached thereto give in the prescribed manner the information required by the Companies Act, 1956 and give a true and fair view in conformity with the accounting principles generally accepted in India:
  - (a) In the case of the Balance Sheet, of the state of affairs of the Company as at 31st March 2010;
  - (b) In the case of the Profit and Loss account, of the Loss for the year ended on that date; and
  - (c) In the cash of Cash Flow Statement, of the cash flows for the year ended on that date.

for A.M.REDDY & CO., CHARTERED ACCOUNTANTS FRN: 003246S

PLACE: HYDERABAD. DATE: May 22, 2010

(CA. KISHORE KUMAR. K)
PARTNER
Membership No. 215459



## ANNEXURE TO THE AUDITORS' REPORT

(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) The fixed assets of the company have been physically verified by the management during the year as per a programme of verification, which in our opinion is reasonable having regard to the size of the company and the nature of its fixed assets. No material discrepancies were noticed on such verification.
  - (c) In our opinion and according to the information and explanations given to us, during the year, the company has not disposed off any substantial part of its fixed assets so as to affect its going concern.
- 2. (a) The stock of goods of the company has been physically verified by the management during the year, in our opinion, the frequency of verification is reasonable.
  - (b) In our opinion and according to the information and explanations given to us, the procedures of physical verification of stock followed by the management are reasonable and adequate in relation to the size of the company and the nature of its business.
  - (c) On the basis of our examination of records of stock, in our opinion, the company has maintained proper records of stock. The discrepancies noticed on physical verification between the physical stocks and the book records were not material.
- 3. (a) The company has not granted any loans secured or unsecured to companies, firms or other parties listed in the register maintained u/s.301 of the Act.
  - (b) The company has not taken any interest free loans from companies, firms or other parties listed in the register maintained u/s.301 of the Act.
- 4. In our opinion and according to the information and explanations given to us, there is adequate internal control system with the size of the company and the nature of its business, for the purchase of plant and machinery, equipment and other and with regard to services rendered. Further, on the basis of our examination and information and according to the explanations given to us, we have neither come across nor have we been informed of any instance of major weaknesses in the aforesaid internal control system.
- 5. (a) In our opinion and according to the information and explanations given to us, the particulars of contracts or arrangements that need to be entered into the Register maintained under section 301 of Act, have been so entered.



- (b) In our opinion, and according to the information and explanations given to us, the company has made contracts or arrangements that need to be entered in the register maintained under section 301 of the Act, and exceeding the value of five lakh rupees in respect of each party during the year. However, the terms and conditions are not prejudicial to the interest of the company.
- 6. In our opinion and according to the information and explanations given to us, the company has not accepted any deposits from the public to which the provisions of sections 58A, 58AA or any other relevant provisions of the Companies Act, 1956 and the rules framed thereunder are applicable.
- 7. In our opinion, the company has an internal audit system commensurate with the size and nature of its business.
- 8. The maintenance of cost records has not been prescribed by the Central Government under clause (d) of sub-section (1) of section 209 of the Companies Act, 1956.
- 9. (a) The company is regular in depositing with appropriate authorities undisputed statutory dues including provident fund investor education protection fund, employees' state insurance, income tax, sales tax, wealth tax, service tax, custom duty, excise duty, cess and other material statutory dues as applicable to it.
  - (b) According to the information and explanations given to us, no undisputed amounts payable in respect of income tax, wealth tax, service tax, sales tax, customs duty, excise duty and cess were in arrears, as at 31st March, 2010 for a period of more than six months from the date they became payable.
  - (c) According to the information and explanations given to us, there are no dues of sales tax, income tax, customs duty, wealth tax, service tax, excise duty and cess which have not been deposited on account of any dispute.
- 10. The company has accumulated losses of Rs.947.10 lakhs as on 31.03.2010 and it has incurred cash loss of Rs.36.37 lakhs during the financial year ended on that date and cash loss of Rs.1212.07 lakhs in the immediately preceding financial year.
- 11. The company has not defaulted in repayment of dues to any financial institution, bank or debenture holders.
- 12. The company has not granted any loans and advances on the basis of security by way of pledge of shares, debentures and other securities.
- 13. In our opinion, 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 this company.



- 14. In our opinion, the company has maintained proper records of transactions and contracts relating to dealing or trading in shares, securities, debentures, and other investments during the year and timely entries have been made therein. Further, such securities have been held by the company in its own name or are in the process of transfer in its name except to the extent of exemption granted u/s.49 of the Act.
- 15. The company has not given any guarantees for loans taken by others from banks or financial institutions, the terms and conditions, whereof, in our opinion are prima facie prejudicial to the interest of the company.
- 16. In our opinion and according to the information and explanations given to us and on an overall examination, we report that the company has not availed any term loan during the year under report.
- 17. Accordingly 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.
- 18. According to the information and explanations given to us, the company has not made any preferential allotment of shares to parties and companies covered in the register maintained under section 301 of the Act, 1956.
- 19. According to the information and explanations given to us, during the period covered by our audit report, the company has not issued any debentures.
- 20. The company has not raised any money by public issue, during the year.
- 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 A.M.REDDY & CO., CHARTERED ACCOUNTANTS FRN: 003246S

PLACE: HYDERABAD. DATE: May 22, 2010

(CA. KISHORE KUMAR. K)
PARTNER
Membership No. 215459



# Balance Sheet as at

| in R     |   |   |  |
|----------|---|---|--|
| Schedule | 31-03-2010                                | 31-03-2009  |  |
|          |   |   |  |
|          |   |   |  |
| 1        | 3,72,03,000                               | 3,72,03,000   |  |
| 2        | 27,06,57,400                              | 27,04,57,400  |  |
| 3        | 2,65,66,121                               | 1,78,59,459   |  |
|          | 33,44,26,521                              | 32,55,19,859  |  |
|          |   |   |  |
| 4        |   |   |  |
| 1        | 4.98.51.760                               | 4,92,61,160   |  |
|          | 3,83,58,069                               | 3,67,95,599   |  |
|          | 1,14,93,691                               | 1,24,65,561   |  |
| 5        | 2,95,66,245                               | 2,95,66,245   |  |
| 6        | 4,91,76,546                               | 4,77,47,733   |  |
|          |   |   |  |
| 7        | 8,65,57,755                               | 8,02,84,131   |  |
| 8        | 6,04,40,808                               | 6,16,46,575   |  |
| 9        | 1,75,44,502                               | 1,77,02,276   |  |
|          | 46,64,348                                 | 40,80,022   |  |
|          | 16,92,07,413                              | 16,37,13,004  |  |
| 10       | 1,97,27,734                               | 1,89,12,247   |  |
|          | 14,94,79,679                              | 14,48,00,757  |  |
|          | 9.47.10.360                               | 9,09,39,563   |  |
|          | . , ,                                     | 32,55,19,859  |  |
|          | 1<br>2<br>3<br>4<br>5<br>6<br>7<br>8<br>9 | 1 3,72,03,000<br>2 27,06,57,400<br>3 2,65,66,121<br>33,44,26,521<br>4 4,98,51,760<br>3,83,58,069<br>1,14,93,691<br>5 2,95,66,245<br>6 4,91,76,546<br>7 8,65,57,755<br>8 6,04,40,808<br>9 1,75,44,502<br>46,64,348<br>16,92,07,413<br>10 1,97,27,734 |  |

The schedules referred to above and the notes thereon form an integral part of the Balance Sheet

This is the Balance Sheet referred to in our report of even date

for and on behalf of the Board

For A.M. REDDY & CO

NOTES ON ACCOUNTS

Chartered Accountants RAJU S DANDU M.A. ASHOK KUMAR
Chairman & Director

Chairman & Managing Director

15

(CA.KISHORE KUMAR.K)

Partner Hyderabad May 22, 2010



# Profit and Loss Account for the period ended

|   |          | in Rs.                                     |   |
|---|----------|--|---|
|   | Schedule | 31-03-2010                                 | 31-03-2009  |
| INCOME  |          |  |   |
| Income from Operations  |          |  |   |
| - Exports   |          | 2,67,36,411                                | 2,49,45,625   |
| - Domestic  |          | 1,86,37,708                                | 3,37,12,388   |
| Other income  | 11       | 77,41,620                                  | 64,38,288   |
|   |          | 5,31,15,739                                | 6,50,96,301   |
| EXPENDITURE   |          |  |   |
| Direct Cost   | 12       | 3,49,04,149                                | 5,41,35,438   |
| Selling Expenses  | 13       | 48,59,148                                  | 57,02,611   |
| General and Administration expenses   | 14       | 1,47,46,825                                | 1,89,95,732   |
|   |          | 5,45,10,122                                | 7,88,33,781   |
| Operating Profit [PBIDT] Interest Depreciation Exceptional Items Extraordinary Items  |          | (13,94,383)<br>22,42,756<br>15,62,471<br>- | (1,37,37,480)<br>9,33,226<br>24,58,520<br>10,44,75,117<br>20,61,616 |
| Profit/(Loss) before tax Less: Fringe benefit tax Provision for current year income tax Provision for earlier years Income Tax Deferred Tax (Asset) |          | (51,99,610)<br>-<br>-<br>-<br>(14,28,813)  | (12,36,65,959)<br>1,40,312<br>-<br>50,73,797<br>(2,87,92,123)       |
| Profit/(Loss) after tax   |          | (37,70,797)                                | (10,00,87,945)  |
| Profit carried forward from last year   |          | (9,09,39,563)                              | 91,48,382   |
| AMOUNT TRANSFERRED TO BALANCE SHEET   |          | (9,47,10,360)                              | (9,09,39,563)   |
| Basic & dilluted EPS  |          | (1.01)                                     | (26.90)   |
| SIGNIFICANT ACCOUNTING POLICIES AND   |          |  |   |

NOTES ON ACCOUNTS 15

The Schedules referred to above and the notes thereon form an integral part of the Profit and Loss Account

This is the Profit & Loss Account referred to in our report of even date

for and on behalf of the Board

For A.M. REDDY & CO Chartered Accountants

RAJU S DANDU Chairman & Managing Director M.A. ASHOK KUMAR Director

(CA.KISHORE KUMAR.K)

Partner



# Schedules to the Balance Sheet as at

|  |              | in Rs.       |
|--|--------------|--------------|
|  | 31-03-2010   | 31-03-2009   |
| SHARE CAPITAL                                      |              |              |
| AUTHORISED   |              |              |
| 50,00,000 Equity Shares of Rs.10/- each            | 5,00,00,000  | 5,00,00,000  |
| ISSUED, SUBSCRIBED AND PAID UP                     |              |              |
| 37,20,300 Equity Shares of Rs.10/- each Fully Paid | 3,72,03,000  | 3,72,03,000  |
|  | 3,72,03,000  | 3,72,03,000  |
| RESERVES AND SURPLUS                               |              |              |
| Share premium account                              | 26,58,07,400 | 26,58,07,400 |
| Convertible warrants forfieted                     | 32,50,000    | 32,50,000    |
| Investment Subsidy                                 | 16,00,000    | 14,00,000    |
|  | 27,06,57,400 | 27,04,57,400 |
| SECURED LOANS                                      |              |              |
| Car loans from HDFC Bank Limited                   | 2,37,483     | 5,57,388     |
| The Dhanalakshmi Bank Ltd                          | 2,63,28,638  | 1,73,02,07   |
|  | 2,65,66,121  | 1,78,59,459  |

|                                 | Gross Block Depreciation |                                 |                                  | Net Block   |                             |                    |                                  |                  |                  |                  |
|---------------------------------|--------------------------|---------------------------------|----------------------------------|-------------|-----------------------------|--------------------|----------------------------------|------------------|------------------|------------------|
| Assets                          | Cost as at 31-03-2009    | Additions<br>during the<br>year | Deductions<br>during<br>the year | as at       | Total<br>upto<br>31-03-2009 | For<br>the<br>year | Deductions<br>during<br>the year | As at 31-03-2010 | As at 31-03-2010 | As at 31-03-2009 |
| Additions to Leasehold premises | 14,84,850                |                                 |                                  | 14,84,850   | 2,11,776                    | 24,203             |                                  | 2,35,979         | 12,48,871        | 12,73,074        |
| Computers & software            | 2,98,92,233              | 5,90,600                        |                                  | 3,04,82,833 | 2,87,96,740                 | 4,37,137           |                                  | 2,92,33,877      | 12,48,956        | 10,95,493        |
| Office Equipment                | 14,29,983                |                                 |                                  | 14,29,983   | 5,37,631                    | 86,059             |                                  | 6,23,690         | 8,06,293         | 8,92,352         |
| Electrical Equipment            | 13,03,432                |                                 |                                  | 13,03,432   | 4,88,340                    | 43,423             |                                  | 5,31,763         | 7,71,669         | 8,15,092         |
| Lab Equipment                   | 14,56,827                |                                 |                                  | 14,56,827   | 4,48,713                    | 69,010             |                                  | 5,17,723         | 9,39,104         | 10,08,114        |
| D G Set                         | 2,94,616                 |                                 |                                  | 2,94,616    | 1,36,200                    | 13,956             |                                  | 1,50,156         | 1,44,460         | 1,58,416         |
| Elevator                        | 3,25,123                 |                                 |                                  | 3,25,123    | 1,40,275                    | 15,401             |                                  | 1,55,676         | 1,69,447         | 1,84,848         |
| Air-conditioners                | 16,36,508                |                                 |                                  | 16,36,508   | 6,76,253                    | 77,522             |                                  | 7,53,775         | 8,82,733         | 9,60,255         |
| Furniture & Fixtures            | 62,31,392                |                                 |                                  | 62,31,392   | 34,66,094                   | 3,93,370           |                                  | 38,59,464        | 23,71,928        | 27,65,298        |
| Office Interiors                | 19,17,818                |                                 |                                  | 19,17,818   | 7,51,595                    | 90,848             |                                  | 8,42,443         | 10,75,375        | 11,66,223        |
| Vehicles                        | 32,88,378                |                                 |                                  | 32,88,378   | 11,41,981                   | 3,11,542           |                                  | 14,53,523        | 18,34,855        | 21,46,397        |
| Grand Total                     | 4,92,61,160              | 5,90,600                        | -                                | 4,98,51,760 | 3,67,95,598                 | 15,62,471          | -                                | 3,83,58,069      | 1,14,93,691      | 1,24,65,562      |
| Previous Year                   | 5,28,77,685              | 7,27,045                        | 43,43,570                        | 4,92,61,160 | 3,59,57,682                 | 24,58,520          | 16,20,604                        | 3,67,95,598      | 1,24,65,562      | 1,69,20,003      |



# Schedules to the Balance Sheet as at

|    |   |             | in Rs.      |
|----|---|-------------|-------------|
|    |   | 31-03-2010  | 31-03-2009  |
|    | INVESTMENTS   |             |             |
| •  | Investment in Danlaw Technologies Inc (WOS)         | 2,95,66,245 | 2,95,66,245 |
|    |   | 2,95,66,245 | 2,95,66,245 |
|    | DEFERRED TAX ASSET (NET)                            |             |             |
| •  | Fixed Assets  | (17,67,077) | (29,48,702) |
|    | Investments   | 70,48,963   | 70,48,963   |
|    | Others  | 4,38,94,660 | 4,36,47,472 |
|    |   | 4,91,76,546 | 4,77,47,733 |
|    | SUNDRY DEBTORS                                      |             |             |
|    | Debts outstanding for a period less than six months |             |             |
|    | Unsecured considered good                           | 1,99,18,705 | 2,23,30,276 |
|    | Debts outstanding for a period exceeding six months | 6,66,39,050 | 5,79,53,855 |
|    |   | 8,65,57,755 | 8,02,84,131 |
|    | CASH AND BANK BALANCES                              |             |             |
|    | Cash on hand  | 4,656       | 4,093       |
|    | Balances with banks                                 |             |             |
|    | - in current accounts                               | 1,01,533    | 3,83,135    |
|    | - in EEFC accounts                                  | 44,271      | 436         |
|    | - in deposit accounts in Indian rupees              | 6,02,90,348 | 6,12,58,911 |
|    |   | 6,04,40,808 | 6,16,46,575 |
|    | LOANS AND ADVANCES                                  |             |             |
|    | Unsecured, considered good                          |             |             |
|    | Advances recoverable in cash or                     |             |             |
|    | in kind or for value to be received                 |             |             |
|    | Earnest Money Deposit                               | 2,43,454    | 30,454      |
|    | Advances for expenses                               | 3,87,826    | 5,80,640    |
|    | Advances for purchases                              | 2,48,498    | -           |
|    | Rent deposits                                       | 14,10,352   | 13,96,352   |
|    | Deposits with Government Agencies                   | 4,71,055    | 4,72,305    |
|    | Prepaid Expenses                                    | 83,355      | 1,01,386    |
|    | Interest Receivable                                 | 48,71,984   | 46,80,655   |
|    | Tax Deduction at Source                             | 28,05,474   | 26,37,836   |
|    | Intercorporate Deposits                             | 70,22,504   | 78,02,648   |
|    |   | 1,75,44,502 | 1,77,02,276 |
| 0. | CURRENT LIABILITIES                                 |             |             |
|    | Sundry Creditors - for goods                        | 65,37,543   | 53,77,188   |
|    | - for services                                      | 69,40,370   | 73,53,359   |
|    | - for expenses                                      | 61,15,075   | 58,44,856   |
|    | Outstnding dues of micro and small enterprises      | -           | -           |
|    | Advances from customers                             | 1,34,746    | 3,31,532    |
|    | Provision for Fringe Benefit Tax                    | -           | 5,312       |
|    |   | 1,97,27,734 | 1,89,12,247 |



# Schedules to P & L Account

|     | Schedules to 1 & L Account                          |                  |             |
|-----|---|------------------|-------------|
|     |   |                  | in Rs.      |
|     |   | 31-03-2010       | 31-03-2009  |
| 44  | OFFILED DICOVE                                      |                  |             |
| 11. | OTHER INCOME  | <b>F2</b> 00 440 | FF FF 20.4  |
|     | Interest Income                                     | 53,99,119        | 57,75,394   |
|     | (TDS - Rs.6,51,051/-, Previous year Rs.12,93,202/-) |                  |             |
|     | Exchange Gain (net)                                 | 19,25,804        | 5,22,935    |
|     | Interest on IT Refund                               | 1,16,697         | 75,852      |
|     | Miscellaneous Income                                | 3,00,000         | 64,107      |
|     |   | 77,41,620        | 64,38,288   |
| 12. | DIRECT COST   |                  |             |
| 12. | Salaries & other benefits                           | 2,30,68,734      | 2,68,32,490 |
|     | Sub-contract works                                  | 4,56,752         | 27,04,051   |
|     | Cost of Biometrics goods sold                       | 65,46,702        | 1,13,94,215 |
|     | Obsolete Stocks Written Off                         | 05,40,702        | 31,11,478   |
|     | Cost of electronic components                       | 39,14,313        | 30,14,497   |
|     | Work-in-progress (opening)                          | -                | 58,53,758   |
|     | Freight outward                                     | 1,10,418         | 1,55,841    |
|     | Transit insurance                                   | 14,538           | 19,768      |
|     | Travel & Conveyance                                 | 7,92,692         | 10,49,340   |
|     |   | 3,49,04,149      | 5,41,35,438 |
|     |   |                  |             |
| 13. | SELLING EXPENSES                                    | 44 00 40 4       | 45 44 440   |
|     | Salaries & other benefits                           | 41,03,134        | 45,44,412   |
|     | Travel & Conveyance                                 | 5,66,601         | 7,72,838    |
|     | Business development expenses                       | 79,461           | 1,38,597    |
|     | Sales commission                                    | 1,06,000         | 2,11,000    |
|     | Advertisement                                       | 3,952            | 35,764      |
|     |   | 48,59,148        | 57,02,611   |



# Schedules to P & L Account

in Rs.

|         |                                       |             | 111 185.    |
|---------|---------------------------------------|-------------|-------------|
|         |                                       | 31-03-2010  | 31-03-2009  |
| ADMI    | NISTRATION AND OTHER EXPENSES         |             |             |
|         | isement                               | 47,777      | 40,191      |
|         | Expenses                              | 23,700      | 18,486      |
|         | expenses                              | 2,100       | 2,200       |
|         | r's remuneration - audit fees         | 80,000      | 70,000      |
|         | harges and commission                 | 58,091      | 76,302      |
|         | & Periodicals                         | 10,299      | 15,928      |
|         | bts written off                       | 2,31,523    | 16,53,228   |
|         | tory Registrar Fee                    | 74,288      | 55,147      |
| _       | ors sitting fee                       | 70,000      | 20,000      |
|         | nce Charges                           | 2,68,393    | 3,09,816    |
|         | et Service Charges                    | 2,38,001    | 4,16,644    |
|         | x Professional Charges                | 2,10,534    | 3,79,218    |
| Listing | e e e e e e e e e e e e e e e e e e e | 10,000      | 11,084      |
| _       | ership Fee                            | -           | 2,247       |
|         | aneous Expenses                       | 4,454       | 15,312      |
|         | Maintenance                           | 9,69,088    | 13,04,698   |
| Postag  | e & Telegrams                         | 84,958      | 50,122      |
|         | and Fuel                              | 9,42,943    | 13,05,541   |
| Printin | g and Stationery                      | 1,82,822    | 1,53,708    |
|         | ration, Licence & Filing Fee          | 7,094       | 1,81,844    |
|         | Cates & Taxes                         | 47,51,786   | 62,27,315   |
| Salarie | s & other benefits                    | 50,59,227   | 49,49,432   |
| Staff R | ecruitment & Training                 | 47,668      | 56,181      |
| Staff w | · ·                                   | 5,26,412    | 7,86,975    |
| Teleph  | one charges                           | 4,97,896    | 6,67,208    |
| _       | and Conveyance                        |             |             |
|         | rectors                               | 2,39,742    | 1,42,372    |
| Ot      | ners                                  | 1,08,029    | 84,533      |
|         |                                       | 1,47,46,825 | 1,89,95,732 |



## 15. Significant Accounting Policies And Notes On Accounts

## 15.1 Significant accounting policies

## 15.1.1 Basis for preparation of financial statements

The financial statements have been prepared under the historical-cost convention and as a going concern as per the Generally Accepted Accounting Principles and the Provisions of the Companies Act, 1956. All income and expenditure having a material bearing on the financial statements are recognized on accrual basis.

#### 15.1.2 Revenue recognition

Revenue from software development is recognized based on software developed and billed to clients as per the terms of specific contracts. In the case of fixed-price contracts, revenue is recognized based on the work completed.

#### 15.1.3 Expenditure

Expenses are accounted on accrual basis.

#### 15.1.4 Fixed assets

Fixed assets are stated at the cost of acquisition, less accumulated depreciation. Cost comprises of purchases and attributable cost.

## 15.1.5 Inventory

Inventory is valued at cost and work-in-progress is valued at cost or realizable value whichever is less.

#### 15.1.6 Depreciation

Depreciation on fixed assets is provided on pro-rata basis on straight-line method at the rates specified in Schedule XIV of the Companies  $Act\,1956$ .

#### 15.1.7 Research and development

Revenue expenditure – direct expenses on R&D incurred during the year for the development of products are treated as deferred revenue expenditure. The amount shall be amortized against the revenues to be earned over a period of time, to be determined at the time of product launch.

## 15.1.8 Foreign currency transactions

In the case of sales made to clients outside India, income is accounted on the basis of the exchange rate as on the date of the transaction. Adjustments are made for any variations in the sale proceeds on conversion into Indian currency upon actual receipt.

In the case of expenditure in foreign currency, the expenses are accounted on the basis of exchange rate as on the date of the transaction. In case expenses are met out of EEFC accounts, the same is accounted for at the rate at which the EEFC funds are maintained in the books of account.

#### 15.1.9 Investments

Long-term investments are stated at cost. The short-term investments are valued and carried at cost or fair value whichever is lower. Provision will be made for decline, other than temporary, in the value of investments.



#### 15.2 Notes on accounts

The previous year's figures have been regrouped, reclassified / restated, wherever necessary, to conform to the current year's classification.

#### 15.2.1 Contingent liabilities

The Company has outstanding counter guarantees of Rs.95,81,022/- as at March 31, 2010, to various banks, in respect of guarantees given by the said banks in favor of bodies corporate to the extent of Rs.93,19,557/- and Rs.2,61,465/- to government authorities. The counter guarantees outstanding as at the previous year-end was Rs. 80,18,856/- and Rs.1,92,525/- respectively.

#### 15.2.2 Quantitative details

The information as required under paragraphs 3, 4C and 4D of Part II of Schedule VI of the Companies Act, 1956 are not applicable to this company.

#### 15.2.3 Taxes on Income as per Accounting Standard 22

- a) In accordance with the Accounting Standard (AS) 22 relating to "Accounting for Taxes on Income" issued by the Institute of Chartered Accountants of India, an amount of Rs.14.29 lakhs has been recognized in Profit & Loss Account as Deferred Tax Asset accrued during the year.
- b) Major components of deferred tax assets on account of timing differences are -

| Year ended March 31 | 2010      | 2009        |
|---------------------|-----------|-------------|
| Fixed Assets        | 11,81,625 | (2,08,443)  |
| Investments         |           |             |
| Others              | 2,47,188  | 2,90,00,566 |
| Total               | 14,28,813 | 2,87,92,123 |

#### 15.2.4 Secured Loans:

Overdraft facility from The Dhanalakshmi Bank Ltd is secured against the fixed deposits of the Company.

## 15.2.5 Managerial Remuneration

The following managerial remuneration was paid as per the board of director's decision and approved by the shareholders.

Whole time Directors Rs.

| Particulars        | Raju S Dandu, CMD |
|--------------------|-------------------|
| Salary             | 8,11,920          |
| Contribution to PF | 97,428            |
| Medical            | 3,481             |
| Total              | 9,12,829          |



#### 15.2.6 Related Party transactions

The Company had transactions with the following related parties:

Danlaw Inc., USA (DI) in which Mr. Raju S Dandu is CEO; Danlaw Technologies Inc., USA, (DTI) which is 100% Subsidiary of Danlaw Technologies India Ltd; Danlaw Systems India Ltd., in which Mrs. Lakshmi Dandu wife of Mr. Raju S Dandu is director; Mr. Raju S Dandu, Chairman & Managing Director (CMD); Mr. DSN Raju, Director; and Mrs. D Lakshmi, wife of Mr. DSN Raju.

Summary of the transactions with the above related parties is as follows:

Rs. in Lacs

| Nature of transaction                        | the yea  | ctions for<br>ar ended<br>rch 31 | Balance<br>March |                |
|--|----------|----------------------------------|------------------|----------------|
|  | 2010     | 2009                             | 2010             | 2009           |
| Sales Danlaw Inc                             | - 2/7.01 | -                                | 117.42           | 117.42         |
| Danlaw Technologies Inc                      | 267.01   | 246.67                           | 652.07           | 545.47         |
| Purchases Danlaw Inc Danlaw Technologies Inc | 3.14     | 2.07                             | 13.43<br>53.88   | 19.30<br>53.88 |
| <u>Remuneration</u><br>Raju S Dandu          | 9.12     | 11.16                            | _                | _              |
| <u>Lease Rentals</u><br>D Lakshmi            | 41.48    | 40.50                            | 9.33             | 5.74           |
| ICD<br>Danlaw Systems (I) Ltd                | (2.89)   | 12.98                            | 110.63           | 113.52         |
| Investments (WOS) Danlaw Technologies Inc    | -        | _                                | 295.66           | 295.66         |

The receivable and payables are confirmed by the Danlaw Inc as well Danlaw Technologies Inc.

## 15.2.7 Segment reporting

The company's sales are basically related to providing software development services delivered to customers situated at USA. Hence the primary and secondary segment reporting is based on the software development services to USA only.

15.2.8 There are no dues to small Scale Industrial undertakings outstanding above Rs. one lack and exceeding 30 days.

## 15.2.9 Imports on CIF basis

In Rs

|                     |      | 111 115. |
|---------------------|------|----------|
| Year ended March 31 | 2010 | 2009     |
| Capital goods       | Nil  | Nil      |



#### Expenditure in foreign currency 15.2.10

In Rs.

| Year ended March 31 | 2010      | 2009      |
|---------------------|-----------|-----------|
| Outflow             | 55,68,919 | 75,58,167 |

## 15.2.11 Earnings in foreign exchange

In Rs.

| Year ended March 31 | 2010        | 2009      |
|---------------------|-------------|-----------|
| Inflow              | 1,66,41,312 | 86,01,894 |

15.2.12 Outstanding dues to Micro, Small and Medium Enterprises under the MSME Development Act, 2006 have been determined based on the information available with the Company and the required disclosures are given below.

| Yea | r ended March 31   | 2010 | 2009 |
|-----|--|------|------|
| a)  | Principal amount remaining unpaid  | Nil  | Nil  |
| b)  | Interest due thereon   | Nil  | Nil  |
| c)  | Interest paid by the Company in terms of Section 16 of MSME Development Act, 2006 along with the amount of the payment made to the supplier beyond the appointed day during the year                                   | Nil  | Nil  |
| d)  | Interest due and payable for the period of delay in making payment (which have been paid but beyond the appointed day during the year) but without adding the interest specified under the MSME Development Act, 2006. | Nil  | Nil  |
| e)  | Interest accrued and remaining unpaid  | Nil  | Nil  |
| f)  | Further interest remaining due and payable even in the succeeding years until such date when the interest dues as above are actually paid to the small enterprise  | Nil  | Nil  |

Signatures to Schedules 1 to 15

for and on behalf of the Board

For A.M. REDDY & CO **Chartered Accountants** 

(CA.KISHORE KUMAR.K) Partner

RAJU S DANDU Chairman & Managing Director M.A. ASHOK KUMAR Director



# Statement of cash flows for the year ended March 31

| in  |             |                |
|---|-------------|----------------|
|   | 2010        | 2009           |
| Cash flows from operations                        |             |                |
| Profit / (Loss) from operations                   | (51,99,610) | (12,36,65,959) |
| Depreciation and depletion                        | 15,62,471   | 24,58,520      |
| Income Taxes paid                                 | -           | (1,40,312)     |
| Loss on sale of fixed assets                      | -           | (20,61,616)    |
| Investment Subsidy                                | 2,00,000    | 14,00,000      |
| Decrease (increase) in sundry debtors             | (62,73,624) | (1,34,06,548)  |
| Decrease (increase) in loans and advances         | 1,57,774    | 47,07,845      |
| Decrease (increase) in inventory                  | (5,84,326)  | 90,05,670      |
| Increase (decrease) in current liabilities        | 8,15,487    | (42,25,254)    |
| Increase (decrease) in provisions                 | -           | (50,73,797)    |
| Decrease (Increase) in miscellaneous expenditure  | -           | 10,44,75,117   |
| Net cash from operations                          | (93,21,828) | (2,65,26,334)  |
| Cash flows from financing                         |             |                |
| Secured loans                                     | 87,06,662   | 1,73,50,059    |
| Net cash from financing                           | 87,06,662   | 1,73,50,059    |
| Cash flows from investing                         |             |                |
| Proceeds of sale of fixed assets                  | -           | 6,61,350       |
| Purchase of Fixed Assets                          | (5,90,601)  | 33,96,187      |
| Net cash from investing                           | (5,90,601)  | 40,57,537      |
| Total increase (decrease)                         |             |                |
| in cash and equivalents during the year           | (12,05,767) | (51,18,738)    |
| Cash and equivalents at the beginning of the year | 6,16,46,575 | 6,67,65,313    |
| Cash and equivalents at the end of the year       | 6,04,40,808 | 6,16,46,575    |

These are the Cash Flow Statements referred to in our report of even date

for and on behalf of the Board

For A.M. REDDY & CO Chartered Accountants

(CA.KISHORE KUMAR.K)RAJU S DANDUM.A. ASHOK KUMARPartnerChairman & DirectorManaging Director



# Balance Sheet Abstract And Company's General Profile

| I)   | Registration No.<br>Corporate Identification No. (CI                     | 15099<br>N) L72200.                                   | State Code:<br>AP1992PLC015099   | 01                 |
|------|--|---|----------------------------------|--------------------|
| II)  |  |   |                                  | Rs.in ,000)        |
|      | Public Issue ` Bonus Issue   | - NIL -<br>- NIL -                                    | Right Issue<br>Private Placement | - NIL -<br>- NIL - |
| III) | Position of Mobilization and deployment of funds: (Amount in Rs.in ,000) |   |                                  |                    |
|      | Total Liabilities  | 3,34,427  | Total Assets                     | 3,34,427           |
|      | Sources of Funds   |   | Application of Funds             |                    |
|      | Paid-up Capital  | 37,203  | Net Fixed Assets                 | 11,494             |
|      | Reserves & Surplus   | 2,70,658  | Investments                      | 29,566             |
|      | Secured Loans  | 26,566  | Deferred Tax Asset (Ne           | t) 49,177          |
|      |  |   | Net Current Assets               | 1,49,480           |
|      |  |   | Profit & Loss Account            | 94,710             |
| IV)  | Performance of Company (Amount in Rs.in ,000)                            |   |                                  |                    |
|      | Turnover   | 53,116  | Total Expenditure                | 58,316             |
|      | Profit/Loss before Tax   | (5,200)   | Profit after Tax                 | (3,771)            |
|      | Earning per share (Rs.)  | (1.01)  | Dividend Rate                    | - NIL -            |
| V)   |  | ducts, services of th<br>249009.1<br>Imputer Software | e Company                        |                    |

for and on behalf of the Board

For A.M. REDDY & CO Chartered Accountants

(CA.KISHORE KUMAR.K)RAJU S DANDUM.A. ASHOK KUMARPartnerChairman & DirectorManaging Director



# Statement Pursuant To Section 212 Of The Companies Act, 1956 Relating To The Company's Interest In Subsidiary Company

April 2009 to March 2010

Name of the Subsidiary : Danlaw Technologies Inc

Extent of holding Company's interest : 100%

Financial year of the Subsidiary

## DANLAW TECHNOLOGIES INC.

## **DIRECTORS' REPORT**

Your directors take pleasure in presenting the financial results of the company for the year 2009-10.

|     |  | In USD  |           | Rs. in lakhs |          |
|-----|--|---------|-----------|--------------|----------|
| No. | Particulars                                  | 2009-10 | 2008-09   | 2009-10      | 2008-09  |
| 1   | Revenue                                      | 920,649 | 792,097   | 435.67       | 359.01   |
| 2   | Cost of Sales                                | 823,937 | 764,638   | 389.38       | 348.35   |
| 3   | Gross Profit                                 | 96,712  | 27,459    | 46.29        | 10.66    |
| 4   | General and Administrative Expenses          | 62,798  | 74,677    | 29.85        | 34.51    |
| 5   | Profit/(Loss) from Operations                | 33,914  | (47,218)  | 16.44        | (23.85)  |
| 6   | Abandonment of Software<br>Development Costs | -       | 218,136   | -            | 108.54   |
| 7   | Net Income/(Loss)                            | 33,914  | (265,354) | 16.44        | (132.39) |
| 8   | Paid up equity share capital                 | 640,000 | 640,000   | 295.66       | 295.66   |

The export sales of hardware almost doubled as compared to last fiscal year. The sales for Centennial Education Solutions (CES) division have increased by 42% year over year. Overall, DTI revenue in US Dollars for the current year have increased by 16%. The cost of Sales over Revenue was down by 7% compared to the previous year. The Gross Profit has increased from 3.5% last year to 10.50% this fiscal year. The overall profit from operations has improved to \$34k US dollars compared to a loss of \$47K in 2008-09.

Raju S Dandu

President



# CERTIFIED PUBLIC ACCOUNTANT CERTIFICATE ON WHOLLY OWNED SUBSIDIARY

GRANT, MILLMAN & JOHNSON, P.C. CERTIFIED PUBLIC ACCOUNTANTS AND BUSINESS CONSULTANTS 38475 W. THIRTEEN MILE ROAD, SUITE 200 NOVI, MICHIGAN 48334-2266

## Accountants' Review Report

To the Board of Directors Danlaw Technologies, Inc. Farmington Hills, Michigan

We have reviewed the accompanying balance sheets of Danlaw Technologies, Inc. (a wholly owned subsidiary of Danlaw Technologies India, Ltd.) as of March 31, 2010 and 2009 and the related statements of operations, stockholder's equity and cash flows for the years then ended, in accordance with Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants. All information included in these financial statements is the representation of the management of Danlaw Technologies, Inc.

A review consists principally of inquiries of company personnel and analytical procedures applied to financial data. It is substantially less in scope than an audit in accordance with generally accepted auditing standards, the objective of which is the expression of an opinion regarding the financial statements taken as a whole. Accordingly, we do not express such an opinion.

Based on our reviews, we are not aware of any material modifications that should be made to the accompanying financial statements in order for them to be in conformity with generally accepted accounting principles.

GRANT, MILLMAN & JOHNSON, P.C.

May 6, 2010



## DANLAW TECHNOLOGIES, INC. BALANCE SHEETS March 31, 2010 and 2009

## <u>ASSETS</u>

|                                 | 2010         | 2009         |
|---------------------------------|--------------|--------------|
| Current Assets:                 |              |              |
| Cash                            | \$ 27,113    | \$ 15,807    |
| Accounts Receivable             | 1,09,469     | 24,622       |
| Accounts Receivable - Parent    | 118,028      | 118,028      |
| Accounts Receivable - Affiliate | 1,269,728    | 1,097,166    |
| Total Current Assets            | 1,524,338    | 1,255,623    |
| Property and Equipment:         |              |              |
| Computer Equipment              | 16,549       | 15,999       |
| Office Furniture and Equipment  | 8,007        | 8,007        |
|                                 | 24,556       | 24,006       |
| Less: Accumulated Depreciation  | (16,620)     | (11,668)     |
| Total Property and Equipment    | 7,936        | 12,338       |
| Other Assets:                   |              |              |
| Goodwill                        | 205,000      | 205,000      |
| TOTAL ASSETS                    | \$ 1,737,274 | \$ 1,472,961 |

## LIABILITIES AND STOCK HOLDER'S EQUITY

| Current Liabilities: Accounts Payable - Affiliate Accounts Payable - Other Accounts Payable - Parent Accrued Payroll and Payroll Taxes Loans         | \$ 35,373<br>19,864<br>1,467,684<br>10,742<br>284,983 | \$ -<br>19,115<br>1,276,573<br>7,576<br>284,983 |
|--|---|---|
| Total Current Liabilities  | 1,818,646   | 1,588,247                                       |
| Stockholder's Equity: Common Stock - \$10 Par Value; 34,000 Shares Authorized, Issued and Outstanding Additional Paid-in Capital Accumulated Deficit | 340,000<br>300,000<br>(721,372)                       | 340,000<br>300,000<br>(755,286)                 |
| Total Stockholder's Equity (Deficit)   | (81,372)  | (115,286)                                       |
| TOTAL LIABILITIES AND STOCKHOLDER'S EQUITY   | \$ 1,737,274  | \$ 1,472,961                                    |

Read Accountants' Report and Notes to Financial Statements



## STATEMENTS OF OPERATIONS For the Years Ended March 31, 2010 and 2009

| December                                  | 2010       | 2009         |
|---|------------|--------------|
| Revenue: Automotive Electronics           | \$ 603,477 | \$ 540,231   |
| Security Products                         | 3,550      | 19,947       |
| ESAP cm Sales                             | 3,330      | 11,497       |
| ESAP sp Sales                             | 313,652    | 220,422      |
| Total Revenue                             | 920,649    | 792,097      |
| Total Revenue                             | 720,017    | 172,071      |
| Cost of Sales:                            |            |              |
| Subcontract Work - Parent                 | 448,105    | 461,300      |
| Subcontract Work - Affiliate              | 26,000     | 18,100       |
| Cost of Products - Parent                 | 129,200    | 71,325       |
| Hardware Parts                            | 1,160      | -            |
| Security Product Costs                    | 1,770      | 12,063       |
| Shipping Costs                            | 25         | 208          |
| Technical Salaries                        |            | 1,615        |
| Billing Salaries                          | 152,189    | 145,682      |
| Payroll Taxes                             | 14,070     | 13,326       |
| Employee Benefits                         | 22,100     | 18,220       |
| ESAP sp Processing Fees                   | 29,318     | 22,799       |
|   |            |              |
| Total Cost of Sales                       | 823,937    | 764,638      |
| Gross Profit                              | 96,712     | 27,459       |
| General and Administrative Expenses:      |            |              |
| Business Development                      | 3,085      |              |
| Travel & Lodging                          | 1,797      | 29,722       |
| Payroll Preparation                       | 1,483      | 1,916        |
| Telephone                                 | 5,686      | 4,395        |
| Meals & Entertainment                     | 157        | 267          |
| Rent & Utilities                          | 9,665      | 11,350       |
| Professional Services                     | 3,260      | 6,725        |
| Server Hosting                            | 5,310      | 4,700        |
| Repairs & Maintenance                     | 6,137      | 1,468        |
| Office Supplies and Expenses              | 8,030      | 4,709        |
| Depreciation                              | 4,951      | 3,835        |
| Bank Charges                              | 500        | 523          |
| Other                                     | 12,737     | 5,067        |
| Total General and Administrative Expenses | 62,798     | 74,677       |
| LOSS FROM OPERATIONS                      | 33,914     | (47,218)     |
| Other Expense                             |            |              |
| Abandonment of Software Development Costs | -          | (218,136)    |
| NET INCOME (LOSS)                         | \$ 33,914  | \$ (265,354) |

Read Accountants' Report and Notes to Financial Statements



# STATEMENTS OF STOCKHOLDER'S EQUITY For the Years Ended March 31, 2010 and 2009

|                        | Accumulated<br>Deficit | Additional<br>Paid-in<br>Capital | Common<br>Stock | Total       |
|------------------------|------------------------|----------------------------------|-----------------|-------------|
| Balance March 31, 2008 | \$ (489,932)           | \$ 300,000                       | \$ 340,000      | \$ 150,068  |
| Net Loss               | (265,354)              |                                  |                 | (265,354)   |
| Balance March 31, 2009 | (755,286)              | 300,000                          | 340,000         | (115,286)   |
| Net Income             | 33,914                 | -                                | -               | 33,914      |
| Balance March 31, 2010 | \$ (721,372)           | \$ 300,000                       | \$ 340,000      | \$ (81,372) |

## STATEMENTS OF CASH FLOWS

For the Years Ended March 31, 2010and 2009

|   | 2010      | _  | 2009      |
|---|-----------|----|-----------|
| Cash Flows From Operating Activities:               |           |    |           |
| Net Income (Loss)                                   | \$ 33,914 | \$ | (265,354) |
| Adjustments to Reconcile Net Income (Loss) to Net   |           |    |           |
| Cash Provided by (Used in) Operating Activities:    |           |    |           |
| Depreciation  | 4,951     |    | 3,835     |
| Abandonment Loss                                    | -         |    | 218,136   |
| Changes in Operating Assets and Liabilities:        |           |    |           |
| Accounts Receivable                                 | (257,409) |    | (177,872) |
| Accounts Payable                                    | 227,233   |    | 226,977   |
| Accrued Payroll and Payroll Taxes                   | 3,167     |    | (2,428)   |
| Customer Deposits                                   |           |    | (8,774)   |
| Net Cash Provided by (Used in) Operating Activities | 11,856    |    | (5,480)   |
| Cash Flows from Investing Activities:               |           |    |           |
| Purchase of Property and Equipment                  | (550)     |    | (6,027)   |
| Net Cash Used in Investing Activities               | (550)     |    | (6,027)   |
| Increase (Decrease) in Cash                         | 11,306    |    | (11,507)  |
| Cash at Beginning of Year                           | 15,807    | _  | 27,314    |
| Cash at End of Year                                 | \$ 27,113 | _  | \$ 15,807 |

Read Accountants' Report and Notes to Financial Statements



#### **Notes To Financial Statements**

March 31, 2010 and 2009

### NOTE1 - Summary of Accounting Policies:

## **Business Activity**

The Company is in the business of providing engineering and software development consulting services. Danlaw Technologies Inc. (DTI) is a wholly owned subsidiary of Danlaw Technologies India Ltd., a foreign corporation organized in India. DTI was incorporated in September 2001 to market engineering and information technology services to customers in the United States of America.

#### Use of Estimates

The preparation of financial statements in conformity with U.S. generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

### Revenue Recognition Policy

The Company's policy is to recognize revenue as services are provided. Revenue is calculated based on the hours of service provided at contractual rates and adjusted for expected realization upon final invoicing.

### Cash and Cash Equivalents

For purposes of the statement of cash flows, the Company considers all highly liquid debt instruments purchased with a maturity of three months or less to be cash equivalents. Cash includes amounts in corporate bank accounts, which may exceed Federal Deposit Insurance Corporation insurance limits of \$250,000.

## Accounts Receivable and Concentration of Credit Risk

At March 31, 2010 and 2009, the Company's accounts receivable are due mainlyfrom affiliates and concentrated in the automotive suppliers and manufacturer market. Trade accounts receivable are stated at the amount management expects to collect from outstanding balances. Management provides for probable uncollectible amounts through a charge to earnings and a credit to valuation allowance based on its assessment of the current status of individual accounts. Balances that are still outstanding after management has used reasonable collection efforts are written off through a charge to the valuation allowance and a credit to trade accounts receivable.

## Depreciation

The Company depreciates its property, plant and equipment using declining balance and straightline methods over estimated useful lives ranging from three to seven years for financial reporting purposes.



## Notes To Financial Statements (continued)

March 31, 2010 and 2009

#### NOTE 1 - Summary of Accounting Policies (Continued):

## Income Taxes

Income taxes are provided for the tax effects of transactions reported in the financial statements and consist of deferred taxes related primarily to differences between the bases of certain assets and liabilities for financial tax reporting. Deferred taxes represent the future tax return consequences of those differences, which will either be taxable or deductible when the assets and liabilities are recovered or settled.

Federal income taxes are reflected in the financial statements in accordance with FASB ASC 740. The Company has adopted the provisions of FASB ASC Section 740 regarding uncertain tax positions. As a result, the Company recognizes tax benefits of tax positions that have a greater than fifty percent likelihood of being sustained upon examination by taxing authorities. The effect of adopting this provision was not material. The Company's policy is to recognize interest and penalties related to income tax issues as components of interest income or expense.

## Goodwill

Goodwill is recognized for the excess of the purchase price of business acquired over the fair value of net assets acquired. Goodwill is reviewed annually for impairment of stated value. There were no losses for goodwill impairment recognized.

## Subsequent Events

Management has evaluated events and transactions through May 6, 2010, the date the financial statements were available to be issued.

## NOTE 2 - Software Development Costs:

Management elected to abandon all development of software products during fiscal 2009. Accordingly, the Company has recorded an abandonment loss for all costs and advances associated with the products. The loss of \$218,136 is included in the 2009 statement of operations.

## NOTE3 - Income Taxes:

There is no provision for current income taxes included in the 2010 or 2009 statement of operations due to the net operating losses available to offset taxable income.

Management has reviewed the Company's tax positions and concluded that there are no significant uncertain tax positions that are required to be recognized in the financial statements. The Company does not have any unrecognized tax benefits which would impact the effective income tax rate. The total amount of interest and penalties relating to income taxes was not material.



## Notes To Financial Statements (continued)

March 31, 2010 and 2009

The Company files income tax returns with various federal and state tax jurisdictions. Tax returns filed with the Internal Revenue Service for the years 2007 – 2009 are subject to examination. Tax returns filed with the various states are subject to examination for the years 2006 -2009.

The deferred tax asset is as follows at March 31:

|  | 2010       | 2009       |
|--|------------|------------|
| Deferred income tax                      |            |            |
| Benefit of net operating loss carry over | \$ 263,000 | \$ 273,000 |
| Valuation allowance                      | (263,000)  | (273,000)  |
| Total Deferred Income Tax                | \$ -       | \$ -       |

For income tax purposes at March 31, 2010, the Company has net operating loss carryovers which expire as follows:

| Fiscal Years Ended | March 31  |
|--------------------|-----------|
| 2023               | \$101,000 |
| 2024               | \$148,000 |
| 2027               | \$128,000 |
| 2028               | \$268,000 |
| 2029               | \$129,000 |

## NOTE 4 - Related Party Transactions:

The Company is related by common ownership to Danlaw Technologies India Ltd. and by common management to Danlaw Inc. The following summarizes transactions and outstanding balances with the related entities:

Transactions For The Year Ended March 31:

| Transactions for the real Ended Watch of.                                   |          | 2010                 |          | 2009                 |
|---|----------|----------------------|----------|----------------------|
| <u>Sales</u><br>Danlaw Inc.   | \$       | 453,805              | \$       | 492,625              |
| <u>Purchases</u><br>Danlaw Technologies India, Ltd.<br>Danlaw, Inc.         | \$<br>\$ | 577,305<br>26,000    | \$<br>\$ | 532,625<br>18,100    |
| Administration Fees Danlaw, Inc.  | \$       | 9,300                | \$       | 4,050                |
| Rent Expense Danlaw, Inc.   | \$       | -                    | \$       | 1,974                |
| Balances as of March 31:  |          |                      |          |                      |
| <u>Accounts Receivable</u><br>Danlaw, Inc.<br>Danlaw Technologies India Ltd | \$<br>\$ | 1,269,727<br>118,028 | \$<br>\$ | 1,097,166<br>118,028 |
| Accounts Payable Danlaw Technologies India, Ltd. Danlaw, Inc.               | \$<br>\$ | 1,467,684<br>35,373  | \$<br>\$ | 1,276,573<br>-       |



## Notes To Financial Statements (continued)

March 31, 2010 and 2009

## NOTE 5 - Lease Commitments

The Company rents office space on a month-to-month basis. For the years ended March 31, 2010 and 2009, rent paid was \$7,200 and \$9,174 respectively.

## NOTE 6 - Retirement Plan

The Company maintains a 401(k) Profit Sharing Plan available to all employees meeting certain age and service requirements. The plan allows employees to contribute up to 15% of their salary to the plan, subject to Internal Revenue Code limitations. The Company may elect to match a portion of the employees' contribution to the plan and may contribute additional amounts at its discretion. There were no employer contributions for the years ended March 31, 2010 and 2009.



### AUDITORS' REPORT ON THE CONSOLIDATED FINANCIAL STATEMENTS

The Board of Directors Danlaw Technologies India limited Hyderabad.

We have examined the attached Consolidated Balance Sheet of Danlaw Technologies India Limited and its subsidiary as at March 31, 2010, the Consolidated Profit and Loss Account for the year then ended.

These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on the financial statements based on our audit. We have conducted our audit of the parent Company in accordance with generally accepted auditing standards in India. These Standards require that we plan and perform the audit to obtain reasonable assurance whether the financial statements are prepared, in all material respects, in accordance with an identified financial reporting framework and are free of material misstatements. An audit 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 for the parent Company provides a reasonable basis for our opinion.

We did not audit the financial statements of the subsidiary, Danlaw Technologies, Inc., which have been reviewed by M/s Grant, Millman & Johnson, P.C., Michigan State, USA. The report of the Certified Public Accountant has been furnished to us, and our opinion, in so far as it relates to the amounts included in respect of the subsidiary, is based solely on the report of the CPA.

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

On the basis of the information and explanations given to us and on the consideration of the separate audit reports on individual audited financial statements of Danlaw Technologies India Limited and its aforesaid subsidiary, we are of the opinion that:

- a) the Consolidated Balance Sheet gives a true and fair view of the consolidated state of affairs of Danlaw Technologies India Limited and its subsidiaries as at March 31, 2010; and
- b) the Consolidated Profit & Loss Account gives a true and fair view of the consolidated results of operations of Danlaw Technologies India Limited and its subsidiary for the year then ended.

for AM REDDY & CO CHARTERED ACCOUNTANTS FRN: 003246S

Place:Hyderabad Date:May 22, 2010

(CA. KISHORE KUMAR. K)
PARTNER
Membership No - 215459



## Consolidated Balance Sheet as at

|   |          |              | in Rs.       |
|---|----------|--------------|--------------|
|   | Schedule | 31-03-2010   | 31-03-2009   |
| COLUDERS OF FLINIDS                     |          |              |              |
| SOURCES OF FUNDS<br>SHAREHOLDERS' FUNDS |          |              |              |
| Share Capital                           | 1        | 3,72,03,000  | 3,72,03,000  |
| Reserves and Surplus                    | 2        | 27,49,83,734 | 28,56,90,914 |
| Secured Loans                           | 3        | 2,65,66,121  | 1,78,59,459  |
|   | -        | 33,87,52,855 | 34,07,53,373 |
|   |          |              |              |
| APPLICATION OF FUNDS                    |          |              |              |
| FIXED ASSETS                            | 4        |              |              |
| Gross Block                             |          | 5,09,42,046  | 5,04,84,266  |
| Less: Depreciation                      |          | 3,90,95,997  | 3,73,90,083  |
| Net Block                               |          | 1,18,46,049  | 1,30,94,183  |
| DEFERRED TAX ASSET (NET)                | 5        | 6,08,53,746  | 6,16,57,083  |
| CURRENT ASSETS, LOANS AND ADVANCES      |          |              |              |
| Sundry Debtors                          | 6        | 8,25,86,650  | 8,28,92,607  |
| Cash and bank balances                  | 7        | 6,16,44,625  | 6,24,51,942  |
| Loans and advances                      | 8        | 1,75,44,502  | 1,77,02,276  |
| Inventory                               |          | 46,64,348    | 40,80,022    |
|   |          | 16,64,40,125 | 16,71,26,847 |
| Less: Current liabilities & Provisions  | 9        | 2,99,22,024  | 2,94,03,614  |
| NET CURRENT ASSETS                      |          | 13,65,18,101 | 13,77,23,233 |
| Goodwill                                |          | 91,02,000    | 1,04,44,750  |
| Profit & Loss Account                   |          | 12,04,32,959 | 11,78,34,124 |
|   |          | 33,87,52,855 | 34,07,53,373 |
| SIGNIFICANT ACCOUNTING POLICIES AND     |          |              |              |
| NOTES ON ACCOUNTS                       | 14       |              |              |

The schedules referred to above and the notes thereon form an integral part of the Balance Sheet

This is the Balance Sheet referred to in our report of even date

for and on behalf of the Board

For A.M. REDDY & CO

Chartered Accountants RAJUS DANDU M.A

Chairman & Managing Director M.A. ASHOK KUMAR Director

(CA.KISHORE KUMAR.K)

Partner

Hyderabad May 22, 2010



**INCOME** 

## Consolidated Profit and Loss Account for the period ended

Schedule

31-03-2010

| 7,03,94,217<br>64,38,288 |
|--------------------------|
| 7,68,32,505              |
|                          |
| 6,48,04,948              |
| 71,56,533                |
| 2,08,14,337              |
| 9,27,75,818              |
| (1,59,43,313)            |
| 9,33,226                 |
| 26,36,957                |

in Rs.

31-03-2009

| Income from Operations                 |     | 6,16,70,652    | 7,03,94,217    |
|--|-----|----------------|----------------|
| Other income                           | 10  | 77,41,620      | 64,38,288      |
|  |     | 6,94,12,272    | 7,68,32,505    |
| EXPENDITURE                            |     |                |                |
| Direct Cost                            | 11  | 4,65,71,475    | 6,48,04,948    |
| Selling Expenses                       | 12  | 50,93,522      | 71,56,533      |
| General and Administration expenses    | 13  | 1,72,64,390    | 2,08,14,337    |
|  |     | 6,89,29,387    | 9,27,75,818    |
| Operating Profit [PBIDT]               |     | 4,82,885       | (1,59,43,313)  |
| Interest                               |     | 22,42,756      | 9,33,226       |
| Depreciation                           |     | 17,95,547      | 26,36,957      |
| Exceptional Items                      |     | -              | 11,53,29,564   |
| Extraordinary Items                    |     | -              | 20,61,616      |
| Profit/(Loss) before tax               |     | (35,55,418)    | (13,69,04,676) |
| Less: Fringe benefit tax               |     | -              | 1,40,312       |
| Provision for current year income tax  |     | -              | -              |
| Provision for earlier years Income Tax |     | -              | 50,73,797      |
| Deferred Tax (Asset)                   |     | (9,56,583)     | (3,36,63,853)  |
| Profit/(Loss) after tax                |     | (25,98,835)    | (10,84,54,932) |
| Profit carried forward from last year  |     | (11,78,34,124) | (93,79,192)    |
| AMOUNT TRANSFERRED TO BALANCE SHEET    |     | (12,04,32,959) | (11,78,34,124) |
| Basic & dilluted EPS                   |     | (0.70)         | (29.15)        |
| SIGNIFICANT ACCOUNTING POLICIES AND    |     |                |                |
| NOTES ON ACCOUNTS                      | 14  |                |                |
| THE CALL IN COUNTS                     | 1.1 | 1 (1 D (       | . 17           |

The Schedules referred to above and the notes thereon form an integral part of the Profit and Loss Account This is the Profit and Loss Account referred to in our for and on behalf of the Board report of even date

For A.M. REDDY & CO Chartered Accountants

RAJU S DANDU Chairman & Managing Director M.A. ASHOK KUMAR Director

(CA.KISHORE KUMAR.K)

Partner

Hyderabad May 22, 2010



## Schedules to the Consolidated Balance Sheet as at

|  |              | in Rs.       |
|--|--------------|--------------|
|  | 31-03-2010   | 31-03-2009   |
| . SHARE CAPITAL<br>AUTHORISED                      |              |              |
| 50,00,000 Equity Shares of Rs.10/- each            | 5,00,00,000  | 5,00,00,000  |
| ISSUED, SUBSCRIBED AND PAID UP                     |              |              |
| 37,20,300 Equity Shares of Rs.10/- each Fully Paid | 3,72,03,000  | 3,72,03,000  |
|  | 3,72,03,000  | 3,72,03,000  |
| RESERVES AND SURPLUS                               |              |              |
| Share premium account                              | 26,58,07,400 | 26,58,07,400 |
| Convertible warrants forfieted                     | 32,50,000    | 32,50,000    |
| Investment Subsidy                                 | 16,00,000    | 14,00,000    |
| Exchange conversion reserve                        | 43,26,334    | 152,33,514   |
|  | 27,49,83,734 | 28,56,90,914 |
| SECURED LOANS                                      |              |              |
| Car loans from HDFC Bank Limited                   | 2,37,483     | 5,57,388     |
| The Dhanalakshmi Bank Ltd                          | 2,63,28,638  | 1,73,02,071  |
|  | 2,65,66,121  | 1,78,59,459  |

## 4. FIXED ASSETS

|                                 | Gross Block           |                                 |                                  | Depreciation                |                             |                    | Net Block                        |                  |                  |                  |
|---------------------------------|-----------------------|---------------------------------|----------------------------------|-----------------------------|-----------------------------|--------------------|----------------------------------|------------------|------------------|------------------|
| Assets                          | Cost as at 31-03-2009 | Additions<br>during the<br>year | Deductions<br>during<br>the year | Cost<br>as at<br>31-03-2010 | Total<br>upto<br>31-03-2009 | For<br>the<br>year | Deductions<br>during<br>the year | As at 31-03-2010 | As at 31-03-2010 | As at 31-03-2009 |
| Additions to Leasehold premises | 14,84,850             |                                 |                                  | 14,84,850                   | 2,11,776                    | 24,203             |                                  | 2,35,979         | 12,48,871        | 12,73,074        |
| Computers & software            | 2,98,92,233           | 5,90,600                        |                                  | 3,04,82,833                 | 2,87,96,740                 | 4,37,137           |                                  | 2,92,33,877      | 12,48,956        | 10,95,493        |
| Office Equipment                | 14,29,983             |                                 |                                  | 14,29,983                   | 5,37,631                    | 86,059             |                                  | 6,23,690         | 8,06,293         | 8,92,352         |
| Electrical Equipment            | 13,03,432             |                                 |                                  | 13,03,432                   | 4,88,340                    | 43,423             |                                  | 5,31,763         | 7,71,669         | 8,15,092         |
| Lab Equipment                   | 14,56,827             |                                 |                                  | 14,56,827                   | 4,48,713                    | 69,010             |                                  | 5,17,723         | 9,39,104         | 10,08,114        |
| D G Set                         | 2,94,616              |                                 |                                  | 2,94,616                    | 1,36,200                    | 13,956             |                                  | 1,50,156         | 1,44,460         | 1,58,416         |
| Elevator                        | 3,25,123              |                                 |                                  | 3,25,123                    | 1,40,275                    | 15,401             |                                  | 1,55,676         | 1,69,447         | 1,84,848         |
| Air-conditioners                | 16,36,508             |                                 |                                  | 16,36,508                   | 6,76,253                    | 77,522             |                                  | 7,53,775         | 8,82,733         | 9,60,255         |
| Furniture & Fixtures            | 62,31,392             |                                 |                                  | 62,31,392                   | 34,66,094                   | 3,93,370           |                                  | 38,59,464        | 23,71,928        | 27,65,298        |
| Office Interiors                | 19,17,818             |                                 |                                  | 19,17,818                   | 7,51,595                    | 90,848             |                                  | 8,42,443         | 10,75,375        | 11,66,223        |
| Vehicles                        | 32,88,378             |                                 |                                  | 32,88,378                   | 11,41,981                   | 3,11,542           |                                  | 14,53,523        | 18,34,855        | 21,46,397        |
| WOS Equipment                   | 12,23,106             | (1,32,820)                      |                                  | 10,90,286                   | 5,94,485                    | 2,33,076           |                                  | 7,37,928         | 3,52,358         | 6,28,621         |
| Grand Total                     | 5,04,84,266           | 4,57,780                        | -                                | 5,09,42,046                 | 3,73,90,083                 | 17,95,547          | -                                | 3,90,95,997      | 1,18,46,049      | 1,30,94,183      |
| Previous Year                   | 5,35,96,306           | 12,31,530                       | 43,43,570                        | 5,04,84,266                 | 3,62,70,768                 | 26,36,957          | 16,20,604                        | 3,73,90,083      | 1,30,94,183      | 1,73,25,538      |



| Schedules to the Consolidated Bala                                  | ance Sheet as at      | in Rs             |
|---|-----------------------|-------------------|
|   | 31-03-2010            | 31-03-200         |
| DEFERRED TAX ASSET (NET)  |                       |                   |
| Fixed Assets  | (17,67,077)           | (29,48,70)        |
| Investments   | 70,48,963             | 70,48,96          |
| Others  | 5,55,71,860           | 5,75,56,82        |
| Others  | 6,08,53,746           | 6,16,57,08        |
|   |                       |                   |
| SUNDRY DEBTORS  Debts outstanding for a period less than six months |                       |                   |
| U 1   | 6 72 02 271           | 6 90 10 7         |
| Unsecured considered good   | 6,73,02,371           | 6,89,10,7         |
| Debts outstanding for a period exceeding six months                 | 1,52,84,279           | 1,39,81,8         |
|   | 8,25,86,650           | 8,28,92,6         |
|   |                       |                   |
| CASH AND BANK BALANCES Cash on hand                                 | 4,656                 | 4,0               |
| Balances with banks   | 4,000                 | 4,0               |
| - in current accounts   | 13,05,350             | 11,88,5           |
| - in EEFC accounts  | 44,271                | 4                 |
| - in deposit accounts in Indian rupees                              | 6,02,90,348           | 6,12,58,9         |
|   | 6,16,44,625           | 6,24,51,9         |
| LOANG AND ADVANCES  |                       |                   |
| LOANS AND ADVANCES  |                       |                   |
| Unsecured, considered good  |                       |                   |
| Advances recoverable in cash or                                     |                       |                   |
| in kind or for value to be received                                 | 2.42.454              | 20.4              |
| Earnest Money Deposit   | 2,43,454              | 30,4              |
| Advances for expenses   | 3,87,826              | 5,80,6            |
| Advances for purchases  | 2,48,498              | 12.06.2           |
| Rent deposits Deposits with Government Agencies                     | 14,10,352<br>4,71,055 | 13,96,3<br>4,72,3 |
| Prepaid Expenses  | 83,355                | 1,01,3            |
| Interest Receivable   | 48,71,984             | 46,80,6           |
| Tax Deduction at Source   | 28,05,474             | 26,37,8           |
| Intercorporate Deposits   | 70,22,504             | 78,02,6           |
|   | 1,75,44,502           | 1,77,02,2         |
| CLUDDEN WALLAND WELLS   |                       |                   |
| CURRENT LIABILITIES Sundry Creditors - for goods                    | 65,37,543             | 53,77,1           |
| - for services  | 40,04,470             | 29,38,8           |
| - for expenses  | 1,92,45,265           | 2,07,50,7         |
| Outstanding dues of micro and small enterprises                     | 1/5 =/ 10/=00         | _,0.,00,.         |
| Advances from customers   | 1,34,746              | 3,31,5            |
| Provision for Current Year Income Tax                               | ,,                    | 2,22,0            |
| Provision for Fringe Benefit Tax                                    |                       | 5,3               |
|   | 2,99,22,024           | 2,94,03,6         |



|     | Schedules to the Consolidated P & L Account         |             | in Rs.      |
|-----|---|-------------|-------------|
|     |   | 31-03-2010  | 31-03-2009  |
| 10. | OTHER INCOME  |             |             |
|     | Interest Income                                     | 53,99,119   | 57,75,394   |
|     | (TDS - Rs.6,51,051/-, Previous year Rs.12,93,202/-) |             | , ,         |
|     | Exchange Gain (net)                                 | 19,25,804   | 5,22,935    |
|     | Interest on IT Refund                               | 1,16,697    | 75,852      |
|     | Miscellaneous Income                                | 3,00,000    | 64,107      |
|     |   | 77,41,620   | 64,38,288   |
| 11. | DIRECT COST   |             |             |
|     | Salaries & other benefits                           | 3,19,82,636 | 3,50,95,878 |
|     | Sub-contract works                                  | 16,76,072   | 35,19,714   |
|     | Cost of Biometrics goods sold                       | 66,32,405   | 1,19,34,191 |
|     | Obsolete Stocks Written Off                         | -           | 31,11,478   |
|     | Cost of electronic components                       | 39,14,313   | 30,14,497   |
|     | Work-in-progress (opening)                          | -           | 58,53,758   |
|     | Freight outward                                     | 1,64,953    | 1,66,191    |
|     | Transit insurance                                   | 14,538      | 19,768      |
|     | ESAPsp Processing Fees                              | 13,93,866   | 10,40,133   |
|     | Travel & Conveyance                                 | 7,92,692    | 10,49,340   |
|     |   | 4,65,71,475 | 6,48,04,948 |
| 12. | SELLING EXPENSES                                    |             |             |
|     | Salaries & other benefits                           | 41,03,134   | 45,44,412   |
|     | Travel & Conveyance                                 | 6,53,845    | 22,26,760   |
|     | Business development expenses                       | 2,26,591    | 1,38,597    |
|     | Sales commission                                    | 1,06,000    | 2,11,000    |
|     | Advertisement                                       | 3,952       | 35,764      |
|     |   | 50,93,522   | 71,56,533   |



| Schedules to the Consolidated       | Schedules to the Consolidated P & L Account |   |  |
|-------------------------------------|---|---|--|
|                                     | 31-03-2010                                  | 31-03-2009                              |  |
| ADMINISTRATION AND OTHER EXPENSES   |   |   |  |
| Advertisement                       | 47,777                                      | 40,191                                  |  |
| AGM Expenses                        | 23,700                                      | 18,486                                  |  |
| Audit expenses                      | 2,100                                       | 2,200                                   |  |
| Auditor's remuneration - audit fees | 80,000                                      | 70,000                                  |  |
| Bank charges and commission         | 82,050                                      | 99,96                                   |  |
| Books & Periodicals                 | 10,299                                      | 15,928                                  |  |
| Bad debts written off               | 2,31,523                                    | 16,53,22                                |  |
| Depository Registrar Fee            | 74,288                                      | 55,14                                   |  |
| Directors sitting fee               | 70,000                                      | 20,00                                   |  |
| Insurance Charges                   | 2,68,393                                    | 3,09,81                                 |  |
| Internet Service Charges            | 2,38,001                                    | 4,16,64                                 |  |
| Legal & Professional Charges        | 4,38,496                                    | 7,59,54                                 |  |
| Listing Fee                         | 10,000                                      | 11,08                                   |  |
| Membership Fee                      |   | 2,24                                    |  |
| Miscellaneous Expenses              | 4,455                                       | 15,31                                   |  |
| Office Maintenance                  | 25,00,049                                   | 19,87,86                                |  |
| Postage & Telegrams                 | 84,958                                      | 50,12                                   |  |
| Power and Fuel                      | 9,42,943                                    | 13,05,54                                |  |
| Printing and Stationery             | 1,82,822                                    | 1,53,70                                 |  |
| Registration, Licence & Filing Fee  | 7,094                                       | 1,81,84                                 |  |
| Rent, Rates & Taxes                 | 52,09,092                                   | 67,43,52                                |  |
| Salaries & other benefits           | 50,59,227                                   | 49,49,43                                |  |
| Staff Recruitment & Training        | 47,668                                      | 56,18                                   |  |
| Staff welfare                       | 5,33,814                                    | 7,98,86                                 |  |
| Telephone charges                   | 7,67,870                                    | 8,70,56                                 |  |
| Travel and Conveyance               |   |   |  |
| Directors                           | 2,39,742                                    | 1,42,37                                 |  |
| Others                              | 1,08,029                                    | 84,53                                   |  |
|                                     | , ,   | ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, |  |
|                                     | 1,72,64,390                                 | 2,08,14,33                              |  |



### Schedule 14

## Statement of Significant Accounting Policies

for the consolidated financial statements

#### Scope of Business units

Danlaw Technologies India Limited is a company engaged in providing technology services in the areas of engineering services, internet, developing software products and security solutions for the clients. The Company has also entered into the business of biometric products providing security solutions to the clients. The company has a single subsidiary at USA in the name of 'Danlaw Technologies Inc' for promoting the services provided by the Danlaw Technologies India Limited to US clients. The subsidiary is wholly owned by the company by virtue of its total holding of equity of the subsidiary. The Danlaw Technologies Inc (DTI) is basically engaged in providing Engineering and software development and consultancy services to USA clients. The wholly owned subsidiary of the company together with the parent shall hereinafter be referred as Danlaw for the purposes of consolidated accounts. The accounting year for the parent company and the US subsidiary is the same i.e. from April 1<sup>st</sup> to March 31<sup>st</sup> every year.

### Significant Accounting Policies And Notes On Accounts:

#### 1. Basis for consolidation of financial statements

The consolidation of financial statements of Danlaw has been made as per the Generally Accepted Accounting Principles and the Provisions of the Accounting standard 21 issued by the Institute of Chartered Accountants of India. The consolidation of accounts of Danlaw took place based on the audited financial statements of the parent by the statutory auditors of the company and reviewed financial statements of the subsidiary by the Certified Public Accountants of Michigan State. While consolidation Inter Company balances and transactions are eliminated in full. The consolidation is based on the concepts of accrual, going concern and conservatism. All income and expenditure having a material bearing on the financial statements are recognized on the accrual basis.

## 2. Revenue recognition

Revenue from software development of Danlaw is recognized based on software developed and billed to clients considering the men and material used for the specific project. In the case of fixed-price contracts, revenue is recognized based on the work completed.

## 3. Expenditure

All expenses of Danlaw are accounted on the accrual basis.

#### 4. Fixed assets

Fixed assets are stated at the cost of acquisition, less accumulated depreciation. Cost comprises of purchases and attributable cost. Depreciation on fixed assets is provided based on the Companies Act 1956 for the Indian assets and for the assets of Subsidiary on declining/straight line methods over estimated lives of assets.

## 5. Foreign currency transactions

In the case of sales made to clients outside India for the parent, income is accounted on the basis of the exchange rate as on the date of the transaction. Adjustments are made for any variations in the sale



proceeds on conversion into Indian currency upon actual receipt.

In the case of expenditure in foreign currency, the expenses are accounted on the basis of exchange rate as on the date of the transaction. In case expenses are met out of EEFC accounts, the same is accounted for at the rate prevailing on the date of receipt of funds in EEFC account or at the rate at which the EEFC funds are maintained.

The transactions of the subsidiary are in US dollars and Euro. There is no foreign currency transaction per se. But on account of consolidation all the outstanding entries of the subsidiary as on March 31, 2010 have been converted into Indian rupees and consolidation was affected.

### 6. Foreign Currency translations

The accompanying financial statements of WOS are reported in U.S. dollars. The functional currency of the parent company in India is the Indian rupee ("Rs."). Hence translation of U.S. dollars to Rs is performed for balance sheet accounts using the exchange rate prevailing as at the balance sheet date, and for revenue and expense accounts using a quarterly average exchange rate for the respective quarters. The gains or losses resulting from such translation are reported as "Exchange conversion reserve", a separate component of reserves and surplus head in the consolidated accounts. The method for translating expenses of overseas operations depends upon the timing of the funds used. The balance sheet items of the WOS have been converted at the rate Rs.44.40 per dollar. For conversion of the income statement, the statement figures have been segregated based on the quarter to which the transaction pertains and translated at the average quarterly exchange rate of Rs.48.67, Rs.48.42, Rs.46.64 & Rs.45.92 per US dollar for the respective quarters.

## 7. Investments

Long-term investments are stated at cost. The short-term investments of the parent company are valued and carried at cost or fair value whichever is lower. In case of sale of investments, the gain/loss is brought into the books of account. There is no income earning investments in the subsidiary.

## 8. Related Party transactions

The company entered into related party transactions during the year with Danlaw Inc., USA. The CMD of the company is also CEO of the Danlaw Inc. The Danlaw Technologies Inc had sales of Rs.435.67 lakhs during the year ended March 31, 2010 of which the sales made to the Danlaw Inc are Rs 214.95 lakhs. During the year ended March 31, 2010 Danlaw Technologies Inc has purchased services of Rs.16.63 lakhs from Danlaw Inc.

for and on behalf of the Board

For A.M. REDDY & CO Chartered Accountants

RAJU S DANDU Chairman & Managing Director M.A. ASHOK KUMAR
Director

(CA.KISHORE KUMAR.K)

. Partner

Hyderabad May 22, 2010



 $Regd.\ Office:\ Plot\ No.43,\ Sagar\ Society,\ Road\ No.2,\ Banjara\ Hills,\ Hyderabad\ 500\ 034.$ 

## PROXY FORM

|   | TROATTORW   |   |                                      |
|---|---|---|--------------------------------------|
| I / We of to attend and vote for me / us, and on my /   | d. do hereby appoint_<br>our behalf at the 17 <sup>th</sup> | as my / our Proxy i<br>Annual General Meeti | or failing him / in my / our absence |
| to be held on September $30^{th}$ , $2010$ at $11.00$ a.<br>In witness whereof, I / We have set my / ou   |   |   | 2010.                                |
|   |   | Signature of the memb                       | Re. 1/-<br>Revenue<br>Stamp          |
| Note: The proxy must be deposited at the before the time for holding the meeting.                         | the Registered Office                                       | of the Company not                          | less than 48 hours                   |
| Regd. Office: Plot No.43, Saga:   | TECHNOLOGIA LIMI r Society, Road No.2, Banjar               | BIES<br>TED<br>a Hills, Hyderabad 500 034.  |                                      |
| 17 <sup>th</sup> Annual General Meeting on Sep  | otember 30 <sup>th</sup> , 2010 at 1                        | 1.00 A.M. at the Regis                      | tered Office.                        |
| Ledger Folio / Ben. A/c. No.  |   |   |                                      |
| Full Name of the Shareholder  |   |   |                                      |
| Name of the Proxy   |   |   |                                      |
| I certify that I am a member / proxy for the m  | nember, of the Compar                                       | ny.   |                                      |
| I hereby record my presence at the 17 <sup>th</sup> Annu Plot No.43, Sagar Society, Road No.2, Banja A.M. |   |   |                                      |
| Shareholder's / Proxy's Signature   |   |   |                                      |
| Note: Please fill in this attendance slip and ha  | and it over at the entra                                    | nce of the hall.                            |                                      |