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Annual General meeting on Friday, September 28, 2007 at Padmashali Kalyana Mandapam, 2-12-66, Nehru Nagar, West Marredpally, Secunderabad 500 026. As a measure of economy, copies of the Annual Report will not be distributed at the Annual General Meeting. Shareholders are requested to bring their copies to the Meeting.



#### **Board of Directors**

Viswanath Kompella

Datuk Santha Kumar S.

Datuk Kunasingam V. Sittampalam

Jagadish K.Rao

K. Jagan Mohan Rao

Sreenivasa Sreekanth Uppuluri

Anil Kumar Pinapala

Steve Clevenger Samad A.Momin

Dr.Venugopal

**Company Secretary** 

Ravindranath Tagore Kolli

-Chairman & Managing Director

-Director

-Director

-Director

-Director & CRO

-Director & CTO

-Director & CEO

-Director

-Director

-Director

#### Bankers:

M/s. Canara Bank Overseas Branch, Adarsh Nagar Hyderabad

#### **Auditors:**

M/s. P. Murali & Co., Chartered Accountants 6-3-655/2/3, Somajiguda Hyderabad-500 082 Phone# (040)-23326666, 23312554

### Registered Office and Development Centre:

10, SRK Colony, West Marredpally Secunderabad-500026 Ph Nos: 27803608, 27803610

Fax No: 27803612

Website: www.virinchi.com

## **Corporate Office:**

A-1, 3rd Floor, Surabhi Plaza Vikrampuri Colony, Kharkana Secunderbad-500009

Ph Nos: 27890662-65 Fax No: 27890669

E-mail: info@virinchi.com

## Registrar and Share Transfer Agents:

M/s. Aarthi Consultants Private Ltd 1-2-285, Domalguda, Hyderabad-500029

Phone# 27634445, 27638111

Fax: 27632184

## Wholly Owned Subsidary Company

M/s. KSoft Systems Inc., 850, US Highway 1N,

2nd Floor, North Brunswick, Nj08902

Phone# 732 729 9600

Website: www.ksoftglobal.com



#### LETTER TO SHAREHOLDERS:

Dear Investor,

2006 - 07, is a momentous year for Virinchi.

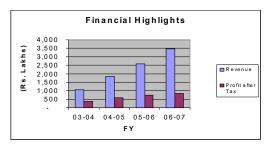
A disciplined focus on our core business in the worldwide markets, combined with aligned and committed execution is proving effective. We are delivering on our promise of making the future, safe and friendly for our many stakeholders. In 2006 - 07, we continued to deliver on the benefits of the clear and consistent strategy; we developed and put into action, 16 years ago.

Our relentless execution of this strategy has provided a strong foundation for our current achievements and has positioned us for continued success in 2006-07 and beyond.

#### Performance

Consistent performance pays dividends and Virinchi has gained the reputation as a straight-talking, no hype firm that delivers consistent financial performance.

We have achieved a tremendous growth of 33 % in annual revenues, recording Rs.34.49 Crores for the year 2006-07 as against Rs 25.70 Crores in the previous financial year 2005-06. The company's net profit before tax stood at Rs. 8.81 Crores in 2006-07.



With considerable cash repserves, no debt, and revenues in excess, Virinchi has the financial stability to reinvest and grow with our customers.

## **Industry Focus**

It gives me great pleasure to state that Virinchi is now one of the largest providers of IT Solutions to the 'Retail Micro Lending Industry' in the world. Virinchi now caters to 3 of the top 5 players in this industry, firmly establishing itself as the global leader for providing IT and Business solutions

The micro lending industry is classified as unsecured loans under USD 1000, provided as one-time loan advanced for a period of 45 days or an installment loan for a period less than 12 months, primarily aimed at sub-prime borrowers. The US Retail Micro Lending Industry, with more than 25,000 retail outlets, offers a business potential for IT services in excess of \$60 million per annum. The industry is growing annually at 25 per cent on YoY terms in North America.

In the Retail Micro Lending Industry, the company has evolved an annuity-based ASP delivery model



that provides our customers immense value and ensures continuous and sustainable revenue.

#### **Balanced Growth**

The company has now built a slew of products for the Retail Micro lending Industry that can provide sustainable revenues both from Licensing and Service.

In order to de-risk dependence on product revenues, the company has evolved matured service practices in Custom Application Development, Product Support and Maintenance, Customization Services, Data Warehousing, Data Migration, among others.

The company is expanding its domain knowledge in further service domains. After the completion of K-Soft acquisition, the company has expanded its service offerings and domain expertise giving it even more breadth to offer more value to its customers.

## Worldwide Presence & Delivery

Over a period of years, Virinchi has systematically expanded its network of offices worldwide and invested in resources to the point where we are uniquely able to provide consistent quality and effectiveness in our delivery.

With offices in USA, UK, Middle East and Asia Pacific, Virinchi has positioned itself close to the client geography. Virinchi supports its clients via an integrated network of branches in North America, Europe, and South-East Asia & Offshore Development Centers in India. The company's North American sales have strengthened substantially, entrenching our presence in the world's largest software market

Virinchi is proud to render services to big companies like Allied Cash America, Compucredit, Check N Go, Saudi Telecom Company, Saudi Electric Company and many more.

Virinchi's success in marketing is evident from the new and large customers we have acquired this year. Further, we have expanded our marketing initiatives from a primarily Network or Channel-based to more active and direct marketing. As part of the marketing initiative your company continuously attends relevant trade exhibitions worldwide to promote our products and undertaking some mass communication in the niche industry media.

Virinchi offers out-of-the-box software solutions in the domains of Supply Chain, Micro-Lending, and Market Research. Your company has added new products in the Domains of Service Level Management, Insurance Investigation, to the existing product portfolio. The new products have good potential in the US and the European markets

The acquisition of KSoft Systems Inc gave us additional clients and also enhanced service lines, and we will be able to cross-sell Virinchi's products to KSoft's clients

## People

Virinchi people are some of the best in the world. With a shared desire to learn and stretch beyond their limits, our people make Virinchi an exciting place to work.

To cater to the needs of ever-growing list of clients and in order to ensure adequate manpower for expansion in development, Virinchi, in the year 2006 - 07 has added more than 50 employees to its team.

We will be continuing this rapid growth phase and add more resources to match our requirements for delivery. As the company grows, employees who have grown with the company will play a more important and critical role in shaping the organizations' future. We will be implementing organizational changes and other management reforms to make the company rapid-growth capable and dynamic



#### Infrastructure

Virinchi has developed its infrastructure, considerably in the year 2006 - 07. Office space currently has grown to 30,000 Sq ft floor area, split among two facilities in India. The facilities are equipped with advanced technologies, processes, and equipment - complying with international standards. While cutting-edge technologies form the network backbone of our infrastructure, stringent security and backup systems ensure high levels of safety & security. The robust and reliable infrastructure can be customized and scaled up within a short period of time as per the requirements of a project.

## Quality

Virinchi is ISO 9001:2000 certified for its well defined processes for software development & delivery methodology.

Quality Planning in Virinchi is under the aegis of the Quality Management System. Virinchi is presently CMMi Level 3 Company and is on the way to achieve CMMi Level 5 quality processes.

Virinchi has established and put in place 'Capture' a project planning, QA Monitoring and Tracking tool. Capture enables bi-directional traceability, which presents a great value to the client company by involving them to a large extent on the development & deployment of the software application.

#### Value

Virinchi is focused on providing Customer Delight, Continuous Product & Process Innovation, Employee Welfare and Shareholder Wealth Maximization. The company has tremendous potential for growth and with Intellectual Property of various products there is already a lot of value to be unlocked in the company. The strong sales team and the efficient delivery team should ensure sustenance of the current revenue and profit growth.

It's your company's stated objective to look at both organic and in-organic growth strategies and is actively evaluating various acquisition targets operating in complementary technology and industry domains. This will further enhance the value of your organization. I certainly hope 2007-08 will be a far more exciting year and we indeed take that quantum leap to reach the next level.

I thank you for all the support you have given and assure you that your company will continue to march ahead with the objective of attaining new levels of achievement putting us on par or above the best in the industry.

Viswanath Kompella

Chairman and Managing Director



#### **NOTICE**

NOTICE is hereby given that the 18th Annual General Meeting of the Members of the Company will be held on Friday, the 28th day of September, 2007, at 2.00 P.M. at Padmashali Kalyana Mandapam, 2-12-66, Nehru Nagar, West Marredpally, Secunderabad 500 026 to transact the following business:

### **ORDINARY BUSINESS:**

- 1. To receive, consider and adopt the Profit & Loss Account for the year ended March 31, 2007; Balance Sheet as on that date along with the Schedules forming part of it, notes to accounts and the Reports of the Directors' and Auditors' thereon.
- 2. To declare dividend for the financial year 2006-07
- 3. To appoint a Director in place of Datuk Santha Kumar, who retires by rotation, and being eligible, offers him for re-appointment.
- 4. To appoint a Director in place of Datuk Kunasingam V. Sittampalam, who retires by rotation, and being eligible, offer himself for re-appointment.
- 5. To appoint M/s. P. Murali & Co., Chartered Accountants, Hyderabad as Auditors of the Company to hold office from the conclusion of this meeting till the conclusion of the next Annual General Meeting and to fix their remuneration.

#### SPECIAL BUSINESS

# 6. To Consider and if thought fit, to pass with or without modification(s), the following Resolution as a Ordinary Resolution

"RESOLVED THAT Pursuant to the provisions of Section 94(1)(a) and 16 and other applicable provisions, if any, of the Companies Act, 1956 the Authorised Share Capital of the Company be and is hereby increased from Rs. 18,00,00,000(Rupees Eighteen Crores) divided into 1,80,00,000(One Crore Eighty Lacs) Equity Shares of Rs.10/- each to Rs.25,00,00,000(Rupees Twenty Five Crores) divided into 2,50,00,000(Two Crore Fifty Lacs Only) Equity shares of Rs.10/- each, ranking pari passu with the existing Equity Shares.

RESOLVED FURTHER THAT the existing Clause V of the Memorandum of Association of the Company is replaced by the following.

V. The Authorised Share capital of the company is Rs.25,00,00,000(Rupees Twenty Five Crores Only) divided into 2,50,00,000 (Two Crore Fifty Lacs Only) Equity Shares of Rs.10/- (Rupees Ten Only) each with power to increase and reduce the capital of the Company and to divide the shares in the capital for the time being into several classes and attach thereto respectively such preferential qualified or special rights, privilege or conditions as may be determined by or in accordance with the articles of the company for the time being and to vary, modify or abrogate such rights, privileges or conditions in such manner as be permitted by the Act or provided by the Articles of the Company for the time being.

7. To Consider and if thought fit, to pass with or without modification(s), the following Resolution as a Special Resolution:

"RESOLVED THAT Pursuant to the provisions of Section 198,269 and 309 read with Schedule XIII and all other applicable provisions of the Companies Act, 1956(hereinafter referred to as the "Act" which includes any statutory modification(s) or re-enactment thereof, for the time being in force), the consent of the company be and is hereby accorded to the appointment of Mr. Sreenivasa Sreekanth Uppuluri, as



Director - Chief Technology Officer, of the Company, for a period of 3(Three) years with effect from 26th October, 2006 liable to retire by rotation on the terms and conditions as mentioned in the explanatory statement.

"RESOLVED FURTHER that the remuneration as set out in this resolution including benefits, amenities and perquisites, shall be allowed and paid to Mr. Sreenivasa Sreekanth Uppuluri as minimum remuneration during the currency of his tenure, notwithstanding the absence or inadequacy of profits for any financial year, but shall not, in any such financial year, exceed the ceiling laid down in this behalf in Schedule XIII to the Act, including amendments made thereto"

"RESOLVED FURTHER THAT subject to the provisions of the Companies Act, 1956 and subject to the accordance of the requisite approvals, the board be and is here by authorized to revise the gross salary of the appointee by a maximum of 50% per annum".

# 8. To Consider and if thought fit, to pass with or without modification(s), the following Resolution as a Special Resolution:

"RESOLVED THAT Pursuant to the provisions of Section 198,269 and 309 read with Schedule XIII and all other applicable provisions of the Companies Act, 1956(hereinafter referred to as the "Act" which includes any statutory modification(s) or re-enactment thereof, for the time being in force), the consent of the company be and is hereby accorded to the appointment of Mr. Jagan Mohan Rao Karpey, as Director-Chief Resource Officer of the Company, for a period of 3(Three) years with effect from 26th October, 2006 liable to retire by rotation on the terms and conditions as mentioned in the explanatory statement.

RESOLVED FURTHER that the remuneration as set out in this resolution including benefits, amenities and perquisites, shall be allowed and paid to Mr. Jagan Mohan Rao Karpey as minimum remuneration during the currency of his tenure, notwithstanding the absence or inadequacy of profits for any financial year, but shall not, in any such financial year, exceed the ceiling laid down in this behalf in Schedule XIII to the Act, including amendments made thereto

"RESOLVED FURTHER THAT subject to the provisions of the Companies Act, 1956 and subject to the accordance of the requisite approvals, the board be and is here by authorized to revise the gross salary of the appointee by a maximum of 50% per annum".

# 9. To Consider and if thought fit, to pass with or without modification(s), the following Resolution as a Special Resolution:

"RESOLVED THAT Pursuant to the provisions of Section 198,269 and 309 read with Schedule XIII and all other applicable provisions of the Companies Act, 1956(hereinafter referred to as the "Act" which includes any statutory modification(s) or re-enactment thereof, for the time being in force), the consent of the company be and is hereby accorded to the appointment of Mr. Anil Kumar Pinapala, as Director-Chief Executive Officer of the Company, for a period of 3(Three) years with effect from 26th October, 2006 on the terms and conditions as mentioned in the explanatory statement.

RESOLVED FURTHER that the remuneration as set out in this resolution including benefits, amenities and perquisites, shall be allowed and paid to Mr. Anil Kumar Pinapala as minimum remuneration during the currency of his tenure, notwithstanding the absence or inadequacy of profits for any financial year, but shall not, in any such financial year, exceed the ceiling laid down in this behalf in Schedule XIII to the Act, including amendments made thereto



"RESOLVED FURTHER THAT subject to the provisions of the Companies Act, 1956 and subject to the accordance of the requisite approvals, the board be and is here by authorized to revise the gross salary of the appointee by a maximum of 50% per annum".

# 10. To Consider and if thought fit, to pass, with or without modifications, the following resolution as a Special Resolution:

"RESOLVED THAT pursuant to the provisions of Section  $81(1\mathrm{A})$  and other applicable provisions, if any, of the Companies Act, 1956(Act) (including any statutory modification or re-enactment thereof for the time being in force) and in accordance with the provisions of Articles of Association of the Company, the Listing Agreement entered into between the Company and the Various stock exchanges, the Guidelines for Preferential Issues contained in the Securities and Exchange Board of India(Disclosure and Investor Protection) Guidelines, 2000 (SEBI Guidelines), rules and regulations framed by Reserve Bank of India(RBI) and other statutory/regulatory authorities, and subject to all applicable norms, guidelines, regulations in force, and statutory approvals, consents, permissions or sanctions as may be necessary, of appropriate authorities, institutions or bodies and subject to such conditions as the authorities may impose at the time grating their approvals/consents/permissions/sanctions and which may be agreed to by the Board of Directors of the Company (the "Board", which expression shall include any committee thereof constituted/to be constituted by the Board for exercising the powers conferred on the Board by this Resolution) if it thinks fit in the interest of the Company, consent of the Company be and is hereby accorded to the Board to create, offer, issue and allot 7,25,000 (Seven Lacs Twenty Five Thousand Only) equity shares of Rs.10/- each at a Price to be decided as per the SEBI guidelines, to promoters of the company, the details of which are mentioned in the Explanatory Statement annexed hereto, preferential allotment basis, , on such terms and conditions and in such manner as the Board may think fit, whether or not they are members of the Company

#### "RESOLVED FURTHER THAT

- a) The relevant date for the purpose of pricing of the Equity Shares as above, in accordance with the SEBI Guidelines is 29th August, 2007 being the 30th day prior to 28th September, 2007 (i.e. the 30th day prior to the date on which the meeting of the general body of shareholders is held, in terms of Section 81(1A) of the Companies Act, 1956 to consider the proposed issue.)
- b) The equity shares to be issued and allotted in pursuance of this resolution shall rank pair passu with the then existing equity shares of the company in all respects.
- c) The equity shares to be offered and allotted shall be subject to the provisions of the Memorandum and Articles of association of the Company.

"RESOLVED FURTHER THAT for the purpose of giving effect to this Resolution, the Board be and is hereby authorized to do all such acts, deeds and things as the Board may, in its absolute discretion, consider necessary, expedient, usual, proper or incidental and to settle any question, remove any difficulty or doubt that may arise from time to time in relation to the offer, issue and allotment of the equity shares and the utilization of the issue proceeds thereof, to effect any modification (s) to the foregoing (including any modifications to the terms of the issue) in the best interests of the Company and its shareholders and to execute all such writings and instrument(s) as the Board may in its absolute discretion deem necessary or desirable.

"RESOLVED FURTHER THAT the Board be and is hereby authorized to delegate all or any of its powers to any committee of Directors of the Company to give effect to the aforesaid resolution".



# 11. To Consider and if thought fit, to pass, with or without modifications, the following resolution as a Special Resolution:

"RESOLVED THAT pursuant to the provisions of Section 81(1A) and other applicable provisions, if any, of the Companies Act, 1956(Act) (including any statutory modification or re-enactment thereof for the time being in force) and in accordance with the provisions of Articles of Association of the Company, the Listing Agreement entered into between the Company and the Various stock exchanges, the Guidelines for Preferential Issues contained in the Securities and Exchange Board of India (Disclosure and Investor Protection) Guidelines, 2000 (SEBI Guidelines), rules and regulations framed by Reserve Bank of India(RBI) and other statutory/regulatory authorities, and subject to all applicable norms, guidelines, regulations in force, and statutory approvals, consents, permissions or sanctions as may be necessary, of appropriate authorities, institutions or bodies and subject to such conditions as the authorities may impose at the time grating their approvals/consents/permissions/sanctions and which may be agreed to by the Board of Directors of the Company (the "Board", which expression shall include any committee thereof constituted/to be constituted by the Board for exercising the powers conferred on the Board by this Resolution) if it thinks fit in the interest of the Company, consent of the Company be and is hereby accorded to the Board to create, offer, issue and allot 22,00,000 Lakhs warrants( Twenty Two Lacs) ("warrants for brevity) to the promoters at a price to be decided as per the SEBI (DIP) Guidelines, 2000 the details of which are mentioned in the Explanatory Statement annexed hereto, on preferential allotment basis, in one or more tranches, on such terms and conditions and in such manner as the Board may think fit, whether or not they are members of the Company each warrant entitling the holder thereof to apply for and be allotted one equity share per warrant and which conversion shall be made within a period not exceeding 18(Eighteen) months from the date of allotment of the warrants in accordance with the SEBI(Disclosure & Investor Protection) Guidelines, 2000 and other applicable guidelines.

#### "RESOLVED FURTHER THAT

- a) The relevant date for the purpose of pricing of the warrants as above, in accordance with the SEBI Guidelines is 29th August, 2007 being the 30th day prior to 28th September, 2007 (i.e. the 30th day prior to the date on which the meeting of the general body of shareholders is held, in terms of Section 81(1A) of the Companies Act, 1956 to consider the proposed issue.)
- b) The equity shares to be issued on conversion of the warrants in pursuance of this resolution shall rank pair passu with the then existing equity shares of he company in all respects.
- c) The warrants to be offered and allotted shall be subject to the provisions of the Memorandum and Articles of association of the Company.
- d) For the purpose of giving effect to this resolution, the Board is hereby authorized to issue and allot such number of equity shares as may be required to be issued and allotted upon conversion of Warrants, as may be necessary in accordance with the terms of the offer and subject to the provisions of the Company's Articles of Association"

"RESOLVED FURTHER THAT for the purpose of giving effect to this Resolution, the Board be and is hereby authorized to do all such acts, deeds and things as the Board may, in its absolute discretion, consider necessary, expedient, usual, proper or incidental and to settle any question, remove any difficulty or doubt that may arise from time to time in relation to the offer, issue and allotment of the warrants and the utilization of the issue proceeds thereof, to effect any modification (s) to the foregoing (including any modifications to the terms of the issue) in the best interests of the Company and its shareholders and to execute all such writings and instrument(s) as the Board may in its absolute discretion deem necessary or desirable.



"RESOLVED FURTHER THAT the Board be and is hereby authorized to delegate all or any of its powers to any committee of Directors of the Company to give effect to the aforesaid resolution".

# 12. To Consider and if thought fit, to pass, with or without modifications, the following resolution as a Special Resolution:

"RESOLVED THAT in accordance with the provisions of Section 81(1A) and other applicable provisions, if any, of the Companies Act, 1956 and also provisions of any other applicable law or laws, rules and regulations (including any amendment thereto or re-enactment thereof for the time being in force) and enabling provisions in the Memorandum and Articles of Association of the Company and the Listing Agreements entered into by the Company with the Stock Exchanges where the shares of the Company are listed and subject to such approvals, consents, permissions and sanctions of the Government of India, Reserve Bank of India, Securities and Exchange Board of India (SEBI) and all other appropriate and /or concerned authorities, and subject to such conditions and modifications, as may be prescribed by any of them in granting such approvals, consents, permissions and sanctions which may be agreed to by the Board of Directors of the Company ("Board") (which term shall be deemed to include any Committee which the Board may have constituted or hereafter constitute for the time being exercising the powers conferred on the Board by this resolution), which the Board be and is hereby authorized to accept, if it thinks fit in the interest of the Company, the consent of the Company be and is hereby accorded to the Board of Directors of the Company to issue, offer and allot Equity Shares/Warrants and/or any instruments convertible into Equity Shares whether optionally or otherwise / Global Depository Receipts (GDRs) / American Depository Receipts (ADRs) or Foreign Currency Convertible Bonds (FCCB) or Debentures (hereinafter referred to as 'Securities') for an aggregate sum of US\$20 million with a green shoe option of 10% or equivalent in Indian and /or any other currency(ies) (inclusive of such premium, as may be permitted by the Ministry of Finance / such other authorities directly to Indian / Foreign / Resident / Non-resident investors (whether institutions, incorporated bodies, mutual funds Trusts / Foreign Institutional Investors / Banks and / or individuals, or otherwise and whether or not such investors are members, promoters, directors or their relatives/associates, of the Company) through Public Issue(s), Rights Issue(s), Private Placement(s), Preferential issue(s) or a combination thereof at such time or times in such tranche or tranches, at such price or prices, at a discount or premium to market price or prices in such manner and on such terms and conditions as may be decided and deemed appropriate by the Board at the time of such issue or allotment considering the prevailing market conditions and other relevant factors, wherever necessary in consultation with the Lead Managers, Underwriters, Advisors or through the subsidiaries, in any markets as may be deemed fit by the Board including, but not limited to Initial Public Offer, Public Issue, Preferential Issuance in US or any other countries, so as to enable the Company to get listed at any stock exchanges in India and/or Luxembourg / Singapore / Hong Kong / London / Nasdaq / New York Stock Exchanges and / or any of the Overseas Stock Exchanges.

RESOLVED FURTHER THAT such of these Securities as are not subscribed may be disposed off by the Board in its absolute discretion in such a manner as the Board may deem fit.

BY ORDER OF THE BOARD
For VIRINCHI TECHNOLOGIES LIMITED

PLACE: HYDERABAD DATE: 25.08.2007

K. Ravindranath Tagore Company Secretary



#### NOTES:

- A) A member entitled to attend and vote at the meeting is entitled to appoint a proxy to attend and vote instead of himself/herself and the proxy need not be a member of the company. The instrument of proxy in order to be effective, must be deposited at the registered office of the Company, duly completed and signed not less than 48 hours before the meeting.
- b) The relevant Explanatory Statement in respect of the Special Business set out above, as required by Sec.173 (2) of the Companies Act, 1956 is annexed hereto.
- c) The Register of Members / Register of Beneficiaries and Share Transfer books of the Company will remain closed from 25th September, 2007 to 28th September 2007 (both days inclusive) in connection with the payment of dividend for the financial year 2006-07.
- d) Dividend, if declared, at the Annual General Meeting, will be payable to those members whose names appear on the Company's Register of Members as on 28th September, 2007. Dividend Warrants are scheduled to be posted on or after 4th October, 2007. Dividend Warrant is valid for payment by the Company's Bankers for Three Months from the date of issue. Thereafter, please contact our share registrars, M/s. Aarthi Consultants Pvt Ltd, 1-2-285, Domalguda, Hyderabad 500029 for revalidation of the warrants.

You are advised to encash your dividend warrants immediately as the dividend amount remaining unclaimed / unpaid at the expiry of 7 years from the date that becomes due for payment are required to be transferred by the company to the Investor Education and Protection Fund established under section 205C in terms of section 205A of the Companies Act, 1956.

It may be noted that no claim will lie against the company or the investor education and protection fund in respect of the said unclaimed dividend amount transferred to the fund.

## e) Payment of Dividend through Electronic Clearing Service (ECS)

The Securities and Exchange Board of India (SEBI) has advised the Companies to mandatorily use ECS facility, wherever available, for distributing dividends or other cash benefits etc, to the investors. This facility provides instant credit of dividend amount to your Bank account electronically at no extra cost. ECS also eliminates the delay in postal transit and fraudulent encashment of warrants.

Under this facility the amount of dividend payable to you would be directly credited to your bank account. Your bank's branch will credit your account and indicate the credit entry as 'ECS' in your pass book/statement account. We would be issuing an advice to you directly after the transaction is effected.

In case you wish to have your dividends paid through ECS and are holding the Company's shares in electronic form, you may kindly fill in the enclosed ECS mandate form and submit it to your Depository Participant. However, in case you are holding the company' shares in physical form and wish to have your future dividends paid through ECS, you may kindly return the said ECS mandate form duly completed and signed by you at our registered office mentioned elsewhere in this report.

If you do not wish to opt for ECS facility, we strongly recommend that you provide the details of your Bank's Name, Branch, type of Account and Account Number to your depository participant in cases where shares are held in electronic form and to us in cases where shares are held in physical form for printing the same on the dividend warrants which will be dispatched to you. In the event of any change or correction in the details that might have been provided by you earlier, kindly send revised particulars to your depository participant or to us, as the case may be, at an early date.



#### Annexure to the Notice

Explanatory statement pursuant to Section 173(2) of The Companies Act, 1956

#### Item#6

In order to provide cushioning in respect of total paid up capital of the company it is proposed to increase the Authorised share capital of the Company. The present Authorised Share Capital of the Company is Rs. 18,00,00,000/- (Rupees Eighteen Crores Only) and the Paid up Capital is Rs.14,13,72,000 (Rupees Fourteen Crores Thirteen Lacs Seventy Two Thousand Only). To facilitate issue of further shares, the Authorised share capital is to be increased to Rs.25,00,00,000 (Rupees Twenty Five Crores Only) by creation of 70,00,000 (Seventy Lakh) further equity shares of Rs. 10/- each which will rank paripassu in all respects with the existing shares of the Company. The proposed increase requires approval of the Members in general meeting. Consequent to the increase in the Authorised Share Capital, the Company's Memorandum of Association will require alteration so as to reflect the increase

The Board recommends passing of the ordinary Resolution.

None of the Directors is interested or concerned in the Resolution except to the extent of their shareholding in the Company.

#### Item#7

The Board of Directors of the Company in its meeting held on 26th October, 2006, appointed Mr. Sreenivasa Sreekanth Uppuluri as Director- Chief Technology Officer for a period of 3 years with effect from 26th October, 2006 at such remuneration and as per the terms and conditions mentioned below subject to the approval of members,

Considering his competence, experience as also the envisaged growth in the activities of the company and as compared to remuneration presently being paid to persons in similar situations in the country, the terms of his promotion and remuneration as set out below are viewed to be just, fair and reasonable. He is not holding any directorships in any other company and also not a member in the committees of any other company. He has 11 years of experience in the information technology industry in both operational and management roles. In his role as Director-Chief Technology Officer, he has responsibility for Virinchi's global delivery, client services, and internal support to business development, process implementation

The remuneration has been approved by the remuneration committee.

As per the provisions of Schedule XIII of the Companies Act, 1956 appointment of Mr.Sreenivasa Sreekanth Uppuluri, Director-Chief Technology officer requires the approval of the members in General Meeting. Hence, the above resolution at item# 7 is submitted to the meeting for ratification by the members of the company by passing a Special Resolution.

The Board of Directors commends the above resolution at Item#7 for your approval.

None of the Directors of the Company except Mr. Sreenivasa Sreekanth Uppuluri to the extent of his appointment as director is concerned or interested in this resolution.

The Particulars of remuneration payable to Mr. Sreenivasa Sreekanth Uppuluri

a) Salary:

Rs. 24,00,000 p.a. which is inclusive of Dearness Allowance and all other allowances not otherwise specified herein.



## b) Perquisites:

i) Housing

Residential accommodation or house rent allowance not exceeding 50% of the Salary. The appointee shall be allowed free use of the company owned furniture and other consumable durables, if required.

- ii) Medical Expenses
  - Domiciliary Treatment- At actuals subject to a ceiling of Rs. 15,000 p.a for Mr. Sreenivasa Sreekanth Uppuluri and his family
  - Hospitalisation- Mr. Sreenivasa Sreekanth Uppuluri and his dependents will be covered by the Company's Medical Insurance Scheme.
- iii) Phone rental and call charges will be paid by the Company at actuals for mobile phone. Charges for personal STD/Trunk Calls would be borne by Mr. Sreenivasa Sreekanth Uppuluri
- iv) Company's contribution to Provident Fund, Gratuity and encashment of leave at the end of his tenure, payable as per rules of the Company.
- v) Leave with full pay or encashment thereof as per the Rules of the Company.
- vi) Mr. Sreenivasa Sreekanth Uppuluri will further be entitled to reimbursement of actual entertainment and traveling expenses incurred by him for business purposes.

#### Item#8

The Board of Directors of the Company in its meeting held on 26th October, 2006, appointed Mr. Jagan Mohan Rao as Director- Chief Resource officer for a period of 3 years with effect from 26th October, 2006 at such remuneration and as per the terms and conditions mentioned below subject to the approval of members,

Considering his competence, experience as also the envisaged growth in the activities of the company and as compared to remuneration presently being paid to persons in similar situations in the country, the terms of his promotion and remuneration as set out below are viewed to be just, fair and reasonable. He is not having any other directorships and also not a member in the committees of any other companies. He has more than 23 years of experience in the industry with focus on Human resources, Marketing and Finance. He holds dual masters degree one in science and one in business administration from osmania university, Hyderabad. He has vast network in the US that can add immense value to the company.

The remuneration has been approved by the remuneration committee.

As per the provisions of Schedule XIII of the Companies Act, 1956 appointment of Mr. Jagan Mohan Rao Karpey, Director Chief Resource Officer requires the approval of the members in General Meeting. Hence, the above resolution at item# 8 is submitted to the meeting for ratification by the members of the company by passing a Special Resolution.

The Board of Directors commends the above resolution at Item#8 for your approval.

None of the Directors of the Company except Mr. Jagan Mohan Rao Karpey to the extent of his appointment as director is concerned or interested in this resolution.

The Particulars of remuneration payable to Mr. Jagan Mohan Rao



## A) Salary:

Rs. 9,00,000 p.a. which is inclusive of Dearness Allowance and all other allowances not otherwise specified herein.

## b) Perquisites:

i) Housing

Residential accommodation or house rent allowance not exceeding 50% of the Salary. The appointee shall be allowed free use of the company owned furniture and other consumable durables, if required.

ii) Medical Expenses

Domiciliary Treatment- At actuals subject to a ceiling of Rs. 15,000 p.a for Mr. Jagan Mohan Rao and his family

Hospitalisation- Mr. Jagan Mohan Rao and his dependents will be covered by the Company's Medical Insurance Scheme.

- iii) Phone rental and call charges will be paid by the Company at actuals for mobile phone. Charges for personal STD/Trunk Calls would be borne by Mr. Jagan Mohan Rao
- iv) Company's contribution to Provident Fund, Gratuity and encashment of leave at the end of his tenure, payable as per rules of the Company.
- v) Leave with full pay or encashment thereof as per the Rules of the Company.
- vi) Mr. Jagan Mohan Rao will further be entitled to reimbursement of actual entertainment and raveling expenses incurred by him for business purposes.

#### Item#9

The Board of Directors of the Company in its meeting held on 26th October, 2006, appointed Mr. Anil Kumar Pinapala as Director- Chief Executive Officer for a period of 3 years with effect from 26th October, 2006 at such remuneration and as per the terms and conditions mentioned below subject to the approval of members,

Considering his competence, experience as also the envisaged growth in the activities of the company and as compared to remuneration presently being paid to persons in similar situations in the country, the terms of his promotion and remuneration as set out below are viewed to be just, fair and reasonable. He is not having any other directorships and also not a member in the committees of any other companies. He is B.Tech (Chemical), MBA from Indian Institute of Foreign Trade. He has 7 years international IT Experience.

The remuneration has been approved by the remuneration committee.

As per the provisions of Schedule XIII of the Companies Act, 1956 promotion of Mr. Anil Kumar Pinapala, Director Chief Executive Officer requires the approval of the members in General Meeting. Hence, the above resolution at item# 9 is submitted to the meeting for ratification by the members of the company by passing a Special Resolution.

The Board of Directors commends the above resolution at Item #9 for your approval.

None of the Directors of the Company except Mr. Anil Kumar Pinapala to the extent of his appointment as



director is concerned or interested in this resolution.

The Particulars of remuneration payable to Mr. Anil Kumar Pinapala

a) Salary:

Rs. 24,00,000 p.a. which is inclusive of Dearness Allowance and all other allowances not otherwise specified herein.

## b) Perquisites:

## Housing

- i) Residential accommodation or house rent allowance not exceeding 50% of the Salary. The appointee shall be allowed free use of the company owned furniture and other consumable durables, if required.
- ii) Medical Expenses
  - Domiciliary Treatment- At actuals subject to a ceiling of Rs. 15,000 p.a for Mr. Anil Kumar Pinapala and his family
  - Hospitalisation- Mr. Anil Kumar Pinapala o and his dependents will be covered by the Company's Medical Insurance Scheme.
- iii) Phone rental and call charges will be paid by the Company at actuals for mobile phone. Charges for personal STD/Trunk Calls would be borne by Mr. Anil Kumar Pinapala
- iv) Leave with full pay or encashment thereof as per the Rules of the Company.
- v) Mr. Anil Kumar Pinapala will further be entitled to reimbursement of actual entertainment and traveling expenses incurred by him for business purposes.

#### Item# 10

As members are aware, the company has made its presence in USA by acquiring KSoft Systems Inc., USA. The Company has various plans to expand its operations in various countries. The company is seriously working on developing more products in addition to the existing products.

Since the activities of the company are going to spread across different countries like United Kingdom, United States of America (USA), Europe etc. the company proposes to issue 7,25,000 (Seven Lacs Twenty Five Thousand Only) Equity shares to the promoter as detailed hereunder subject to the approval of members and such other approvals as may be necessary. The proposed issued of Equity shares on preferential basis to promoters of the company will be governed by the provision s of the SEBI(Disclosure & Investor protection) Guidelines, 2000.

The Equity shares to be issued pursuant to the above will be subject to lock-in as stipulated under the applicable SEBI guidelines.

The proposed allotment of Equity shares on preferential basis as envisaged above will not result in change in Control/Management of the Company. The Company is in the process of developing new campus, developing new software products in addition to its line of existing products and proposes to intensify marketing in North America and Europe. The funds raised through the issue of preferential allotment of Equity shares will be used towards part funding of the above. The Company has also plans of setting up its own SEZ.

Disclosures, which are required to be made pursuant to Clause 13.1A of the Securities and Exchange



## Board of India (Disclosure & Investor Protection) Guidelines, 2000.

## (i) The objects of the issue through preferential offer

To part fund campus development and new product development, intensify marketing in North America and augment working capital source. The Company has various plans to expand its operations in various countries. The company is seriously working on developing more products in addition to the existing products.

## (ii) The intention of the promoters/directors/key management persons to subscribe to the offer.

The intention and primary objective of the Promoters to the equity shares through this preferential issue is to enhance their commitment towards the company and make available funds to the company's proposed growth plans

# (iii) Share holding pattern of the Company before and after the proposed issue of Equity Shares pursuant to the resolution at Sl.No.10

Sl.No	Category	Pre issue Post		Post Is	sue
		No. of Equity	Percentage	No. of Equity	Percentage
		Shares	(%)	shares	(%)
1	Promoters Holding	40,03,785	28.32	47,28,785	31.82
2	Institutional Investors a)Mutual Funds & UTI b)Banks, FI, FIIs,	0	0		0
3	Private Corporate Bodies	9,30,308	6.58	9,30,308	6.26
4	Indian Public	79,22,896	56.04	79,22,896	53.31
5	NRIS and OCBs	12,80,211	9.06	12,80,211	8.61
		1,41,37,200	100.00	1,48,62,200	100.00

## iv) Proposed time within which allotment will be completed

The allotment of the Equity Shares being issued on preferential basis is proposed to be made within 15 days from the date of passing of the resolution by the Members, provided that where the allotment on preferential basis is pending on account of pendency of any approval for such allotment by any regulatory authority or the Central Government, the allotment shall be completed within 15 days from the date of receipt of such approval.

# v) Identity of proposed allottees and the percentage of post preferential issued capital that may be held by them

Identity of proposed allottees	No. of Equity Shares to be allotted	Percentage of post issue equity capital
Shri Shri Resorts Private Ltd	7,25,000	4.88

#### Item# 11

The company proposes to issue 22,00,000 (Twenty Two lacs) Warrants at such price to be decided as per the SEBI Guidelines to promoters as detailed hereunder;

The warrant recipients shall have right to convert each warrant into one Equity Share of Rs.10/-each. A sum of 10% per warrant is payable at the time of allotment and the balance of 90% is payable with in 18 months from the date of allotment. The price per Warrant will be determined as per the guidelines framed by SEBI in this regard.



The warrants to be issued pursuant to the above will be subject to lock-in as stipulated under the applicable SEBI guidelines.

The proposed allotment of Warrants on preferential basis as envisaged above will not result in change in Control Management of the Company. The Company is in the process of developing new campus and attaining SEZ Status, developing new software products in addition to its line of existing products and proposes to intensify marketing in North America and Europe, The funds raised through the issue of preferential allotment of Equity shares will be used towards part funding of the above.

Disclosures, which are required to be made pursuant to Clause 13.1A of the Securities and Exchange Board of India(Disclosure & Investor Protection) Guidelines, 2000.

## i) The objects of the issue through preferential offer

To part fund campus development and so as to attain SEZ Status, new product development, intensify marketing in North America and augment working capital source. The Company has various plans to expand its operations in various countries. The company is seriously working on developing more products in addition to the existing products.

## (ii) The intention of the promoters/directors/key management persons to subscribe to the offer.

The intention and primary objective of the Promoters to subscribe to the warrants through this preferential issue is to enhance their commitment towards the company and make available funds to the company's proposed growth plans

# (iii) Share holding pattern of the Company before and after conversion of proposed issue of Warrants pursuant to the resolution at item #11

Sl.No	Category	Pre iss	Pre issue		sue
		No. of Equity	Percentage	No. of Equity	Percentage
		Shares	(%)	shares	(%)
1	Promoters Holding*	47,28,785	31.82	69,28,785	40.61
2	Institutional Investors		0		0
	a)Mutual Funds & UTI				
	b)Banks, FI, FIIs,				
3	Private Corporate Bodies	9,30,308	6.26	9,30,308	5.45
4	Indian Public	79,22,896	53.31	79,22,896	46.43
5	Nris & OCBs	12,80,211	8.61	12,80,211	7.51
		1,48,62,200	100.00	17062200	100.00

<sup>\*</sup>After taking into account the Equity shares to be allotted as proposed under Item#10 of this notice and also on the conversion of the 22,00,000 Warrants being proposed to issued to the promoters under the present preferential issue.

Note: The Company has allotted on 16.11.2006, 40,00,000 Lacs(Forty Lacs) warrants to various investors and they are pending for exercise.

## iv) Proposed time within which allotment will be completed

The allotment of the Warrants being issued on preferential basis is proposed to be made within 15 days from the date of passing of the resolution by the Members, provided that where the allotment on preferential basis is pending on account of pendency of any approval for such allotment by any regulatory authority or the Central Government, the allotment shall be completed with in 15 days from the date of receipt of such approval.



## v) Identity of proposed allottees and the percentage of post preferential issued capital that may be held by them

Identity of proposed allottees	No. of Warrants to be allotted	Percentage of post issue equity capital
Shri Shri Resorts Private	10,00,000	4.70
Limited		
Viswanath Kompella	5,00,000	2.35
Anil Kumar Pinapala	2,50,000	1.17
G.Santhi Priya	1,00,000	0.47
Srinath Kompella	1,00,000	0.47
Dr.Anupama	2,50,000	1.17
TOTAL	22,00,000	10.33

Note: The above percentage of post issue equity capital has been calculated on the assumption that, the 40 Lacs warrants will be exercised.

#### Item# 12

The company has made its presence in USA by acquiring KSoft Systems Inc., USA. The Company has various plans to expand its operations in various countries. The company is seriously working on developing more products in addition to the existing products..

Since the activities of the company are going to spread across different countries like United Kingdom, United States of America (USA), Europe etc. it is proposed to raise funds from overseas investors by way of Issue of American Depository Receipts (ADR's) Global Depository Receipts (GDR) and Foreign Currency Convertible Bonds (FCCB) representing USD20 million underlying equity shares Rs. 10/- with or without premium at the discretion of the Board.

This issue is within the FDI (foreign direct investment) sectorial limits specified by the Government of India.

Hence, the enabling resolution is being proposed to give adequate flexibility and discretion to the Board to finalize the terms in consultation with the Lead Managers or such authorities as may be required to be consulted in accordance with the established practices. The ADRs, GDRs, FCCBs representing equity shares when issued will be listed on Stock Exchanges abroad as may be decided by the Board.

Consent of the members is being sought by a Special Resolution pursuant to the provisions of Section 81(1A) and other applicable provisions of the Companies Act, 1956

The Special Resolution as set out at the Item-12 of the Notice, if passed will have the effect of allowing the Board to issue and allot shares to the foreign entities/persons residing outside India on the terms and conditions as may be decided by the Board. The Board may be authorized to take all steps necessary for implementing this resolution.

The Board of Directors recommends passing of the special resolution.

None of the Directors is interested or concerned in the resolution.



# <u>Additional Information required to be furnished under the Listing Agreement</u> The particulars of directors who are proposed to be re-appointed are given below:

1. Name : Datuk Santha Kumar

Age : 51 Years

Qualifications : Bachelor of Science (Hons), Civil from Brighton Polytechnic, Master of

Science, Highway and Traffic Engineering, University of Birmingham

Expertise : He has been project director and involved in overall project planning

and implementation of projects, which include among others, improvements to federal Highway Route II from subang to shah Alam for Plus, LRT 2 System for PUTRA Sdn Bhd., Express Rail Link from Kuala Lumpur to KLIA for ERL Sdn Bhd., West Coast Highway for

Talam-Larut Construction.

Other Directorships :4

2. Name : Datuk Kunasingam V. Sittmpalam

Age : 54 Years

Qualifications : Bachelor of Engineering (Hons) and Master of Engineering, Sheffeld

University, United Kingdom

Expertise : As a director to HSS intesys Sdn Bhd the IT Subsidary of HSS integrated

Group, providing value added services in engineering software, planning and scheduling work. At HSS integrated, he has been the

project director involved in overall project

Other Directorships : 7 Unlisted Foreign Companies. Director ship in Vivo Bio Tech L:td,

Hyderabad. He is a member of 3 committees in Vivo Bio Tech Ltd.



### **DIRECTORS' REPORT**

#### Dear Members,

Your Directors have pleasure in presenting you the Eighteenth Annual Report of your company together with the Audited Accounts for the year ended 31st March, 2007.

#### **Financial Results**

Particulars	(Amount in	Rs. Lakhs)
	2006-07	2005-2006
Total Income	3449	2603
Profit before interest, depreciation and tax	1346	1228
Interest	39.27	42.28
Depreciation	426.06	344
Provision for Taxation	9.15	
Profit after interest, Tax and depreciation	872.39	829
Deferred Tax Provision	45.29	12.46
Dividend	70.68	69.76
Provision for Dividend Tax	12.01	9.78
Balance brought forward	1568	816.44
Balance Carried to Balance Sheet	2312.97	1568

## Financial Highlights:

The Company's performance in 2006-07 was dominated by strong, profitable growth in key markets around the world. Virinchi now have become the world leader in providing IT solutions to the micro retail lending industry.

We have achieved a tremendous growth of 33 % in annual revenues, recording Rs.34.49 Crores for the year 2006-07 as against Rs 25.70 Crores in the previous financial year 2005-06. The company's net profit before tax stood at Rs. 8.81 Crores in 2006-07.

## Acquisition of Ksoft Systems INC

As you are aware, the Company has acquired 100% Share holding of Ksoft Systems INC. The acquisition is completed and effective from 1<sup>st</sup> October, 2006

## Reserves and Surplus

During the year the Company has transferred Rs.7,44,39,678/-to Reserves and Surplus.

#### Dividend

The Board of Directors of your company are pleased to recommend a dividend of 5% (i.e. Rs 0.50 per equity share of Rs. 10/-each) for the year ended 31st March, 2007

#### **Directors**

In accordance with the provisions of the Companies Act, 1956 Datuk Santha Kumar & Datuk Kunasingam V. Sittampalam retire by rotation at the forthcoming Annual General Meeting. Mr. Sreenivasa Sreekanth Uppuluri, Mr. Anil Kumar Pinapala, Mr. Jagan Mohan Rao Karpey are appointed as CTO, CEO, CRO w.e.f. 26.10.2006. Mr. K.S.K.Prasad resigned with effective from 20-09-2006

### Issue of Equity Shares and Warrants:

The Company has passed a special resolution in the 17th Annual General meeting of the Company to allot Equity shares and warrants to other investors and promoter under preferential allotment guidelines. . The Company has allotted 40,00,000 Warrants at a price of Rs.40/-per warrant.



## **Directors' Responsibility Statement:**

Pursuant to the requirement under Section 217 (2AA) of the Companies Act, 1956 with respect to the Directors' Responsibility Statement, it is hereby confirmed that:

- i) In the preparation of the annual accounts for the year ended 31st March, 2007, the applicable accounting standards had been followed and there are no material departures.
- ii) We have selected appropriate accounting policies and applied them consistently and have made judgments and estimates that are reasonable and prudent so as to give a true and fair view of the state of affairs of the Company as on 31st March 2007 and of the profit of the company for the financial year ended 31st March 2007.
- iii) We have taken proper and sufficient care for the maintenance of adequate accounting records in accordance with the provisions of Companies Act, 1956 for safeguarding the assets of the Company and for preventing and detecting fraud and other irregularities; and
- iv) We have prepared the annual accounts for the financial year ended 31st March, 2007 on a going concern basis.

#### **Auditors**

M/s. P. Murali & Co., Chartered Accountants, Statutory Auditors of the Company retire at the conclusion of the ensuing Annual General Meeting and being eligible, offer themselves for reappointment.

## **Deposits**

The Company has not accepted fixed deposits as on 31st March, 2007 so as to attract the provisions of Section 58A and 58AA of the Companies Act, 1956 read with Companies (Acceptance of the Deposits) Rules, 1975 as amended from time to time.

Information required under Section 217(1)(e) of the Companies Act 1956 read with the Companies (Disclosure of Particulars in the report of Board of Directors) Rules, 1988.

## A) Conservation of Energy:

Company's operations require electrical energy for its use in air conditioning the premises, for power supply to computer systems and lighting which are not energy intensive. However, adequate measures have been taken to reduce energy consumption, wherever possible.

## B) Research and Development and Technology Absorption:

Your company will continue to focus and invest in its R & D activities in software engineering, technologies and products. Your company leverages its excellence in technology for producing World Class Products and solutions. The continual exposure to new technologies has helped maintain high motivation levels in employees and to generate higher levels of productivity, efficiency and quality. Your company continues to give due importance to research and development to maintain its leadership in the field of leading edge technologies.

## C) Foreign Exchange Earnings and Outgo:

Earnings: Rs 3420 Lacs towards Export of Software.

Outgo: Rs. 88.96 Lacs towards Foreign Travel and Rs. 1058 Lakhs towards expenses.



## **Particulars of Employees**

In pursuance of the provisions of section 217(2A) of the Companies Act, 1956 read with the Companies (Particulars of Employees) Rules 1975, the Directors are to report that the following employee was in receipt of remuneration of Rs.24,00,000/- or more per annum or Rs.2,00,000/- or more per month where employed for a part of the year.

Sl.No	Name of the employee	Gross Salary received in 2006-07
01	K. Viswanath	24,00,000

## Details about Virinchi Employees Stock Option Scheme, 2004 (VESOS, 2004)

Pursuant to the provisions of Guideline 12 of the Securities and Exchange Board of India (Employee Stock Option Scheme and Employee stock purchase Scheme), Guidelines, 1999, the details of stock options as on 31st March, 2007 under the Virinchi Employee Stock Options Scheme, 2004 are as under:

Sl.No	Description	Details
1	Options Granted during 2006-07	5,25,000
2	Pricing formula	The Company is issuing the shares at Face Value of Rs.10/ - each as per the resolution passed in the 17th Annual General
		Meeting of the Company.
3	Options Vested	1,85,200
4	Options exercised	1,85.200
5	The total number of shares arising as a result of exercise of option	1,85,200
6	Options lapsed	Nil
7	Variation of terms of options	The terms of options were varied in the Financial year 2006-07 by issuing the shares at face value.
8	Money realized by exercise of options	18,52,000
9	Total number of options in force	Total options reserved under the scheme :11,67,000 and Total 8,95,400 options granted
10	Employee wise details of options granted to i) Senior Management personnel ii) Any other employee who receives a grant in any one year of option amounting to 5% of or more of option granted during that year iii) Identified employees who were granted option, during any one year, equal to or exceeding 1% of the issued capital (excluding outstanding warrants and conversions) of the company at the time of grant.	N.A.
11	Diluted Earning Per share (EPS) pursuant to issue of shares on exercise of option calculated in accordance with Accounting Standard (AS)20 Earning Per share	5.67



12	The difference between the	The employee compensation cost on account of ESOP in the
	employee compensation costs	financial year 200 6-07 based on Intrinsic value method is
	computed under intrinsic value	Rs. 1.46 Crore . Had the company used the Fair value
	method and the employee	method, the ESOP cost in the financial year 2006 -07 would
	compensation cost that shall have	have been Rs, 1.51 Crores
	been recognized if the Company	
	had used the Fair Value methods	There would not have been any adverse effect on the profit
	and its impact on profits and EPS	and EPS of the Company, if Fair Market value method of
	of the Company.	accounting was adopted instead of intrinsic value.
13	Weighted Average exercise prices	NIL
	and weighted average fair values	
	of options for options whose	
	exercise price either equals or	
	exceeds or is less than the market	
	price of the stock	
14	Description of the method and	The Company has opted Intrinsic Value method for
	significant assumptions used	accounting of Compensation Cost arising out of ESOP. The
	during the year to estimate the	Company has not made any assumptions.
	fair value of options.	
	i. Risk-free interest rate	
	ii. Expected life	
	iii. Expected Volatility	
	iv Expected dividends	
	v. The price of the underlying	
	share in market at the time of	
	option grant	

## Report on Corporate Governance

Corporate Governance Report is set out as separate Annexure to this Report.

## **Management Discussion and Analysis**

This has been dealt with in the separate Annexure to this Report.

## Acknowledgements

Your directors would like to place on record their appreciation of support, co-operation and assistance received from the company's clients, Central Government authorities, bankers, shareholders and suppliers. The board wishes to convey its appreciation of hard work, solidarity, cooperation and support put in by the company's employees at all levels in enabling such growth.

FOR AND ON BEHALF OF THE BOARD OF DIRECTORS
FOR VIRINCHI TECHNOLOGIES LIMITED

PLACE : HYDERABAD VISWANATH KOMPELLA

DATE: 25.08.2007 CHAIRMAN & MANAGING DIRECTOR



## Annexure to Directors' Report

## Report on Corporate Governance

## 1. Company's Philosophy:

Virinchi believes that best corporate governance practices should be enshrined in all activities of the company. This will help the company in conducting the affairs of the company in an efficient manner and also helps in achieving its goal of maximizing value for all its stakeholders. Our Corporate Philosophy envisages complete transparency and adequate disclosure with an ultimate aim of value creation for all players i.e stakeholders, creditors, Employees.

The Company is in compliance with the requirements of revised guidelines on Corporate Governance stipulated under Clause 49 of the Listing Agreement with the Stock Exchanges, and with the adoption this year, of a code of conduct for Non-Executive Directors also, which has been put on in the website of the company at www.virinchi.com

#### 2. Board of Directors:

## a) Composition

The Company has a Executive Chairman and to have a more professional outlook your company is having 5 Independent directors and 4 other directors which is in compliance with the clause 49 of the Listing Agreement

## b) Attendance of each Director at the Board Meetings and the last AGM and their Category

During the Financial Year 2006-07 the Board of Directors met 6 times on the following dates:

29.04.2006, 29.07.2006, 30.08.2006, 26.10.2006, 16.11.2006, 20.01.2007

The attendance of each Director is given below:

Name of the Director	Category	No. of other Directors hips	No. of committees in which Member	No. of Board Meetings attended	Whether attended last AGM
Mr.Viswanath Kompella	Promoter and Managing Director	2	3	7	Yes
Datuk Santha Kumar S	Independent Non Executive Director	4			No
Datuk Kunasingam Sittampalam	Independent Non- Executive Director	6			Yes
Mr.KVSN.Kumar*	Independent Non- Executive Director	4			No
Mr.K.S.K.Prasad**	Independent Non- Executive Director		3	3	No
Mr.Jagadish K. Rao	Non Executive Director	1		7	No
Mr. K.Jagan Mohan Rao	Executive Director		3	7	Yes
Dr. Venugopal	Independent Non- Executive Director		3	7	Yes
Sreenivasa Sreekanth Uppuluri	Executive Director	-	-	3	No
Anil Kumar Pinapala	Executive Director	-	-	3	Yes
Samad A.Momin	Independent Non- Executive Director	-	-	-	No
Steve Clevenger	Independent Non- Executive Director	-	3	-	No

<sup>\*</sup> Retired in the Last Annual General Meeting

<sup>\*\*</sup>Resigned with effect from 20th September, 2006



#### 3. AUDIT COMMITTEE:

During the year under review Four (4) meetings were held for approval of Unaudited Financial Results.

The constitution of the Committee and the attendance of each member of the Committee is given below:

Name of the Director	Designation	Nature of Directorship	Committee meetings attended
K.S.K.Prasad *	Chairman	Independent Non	2
		Executive Director	
Dr. Venugopal	Chairman &	Independent Non	3
	Member	Executive Director	
Viswanath Kompella	Member	Executive Director	4
Steve Clevenger**	Member	Independent Non	2
		Executive Director	

<sup>\*</sup>Resigned with effect from 20.09.2006

The meetings of Audit committee were also attended by the Statutory Auditor as Invitees. The unaudited financial results for each quarter are approved by the audit committee before passed on to the Board of Directors for approval and adoption.

### \*Terms and reference of the Audit Committee include a review of;

- Financial reporting process
- Draft financial statements and auditor's report (before submission to the Board)
- Accounting policies and practices
- Internal controls and internal audit systems
- Risk management policies and practices
- Related party transactions
- Internal audit reports and adequacy of internal audit function

The role of the audit committee includes recommending the appointment and removal of the external auditor, discussion of the audit, plan and fixation of audit fee and also approval of payment of fees for any other services.

#### 4. Remuneration Committee

The Remuneration Committee is constituted as follows:

During the year the Committee met 2 times

Name of the Director	Designation	Nature of	Attendance
		Directorship	
K.S.K.Prasad*	Chairman	Independent	1
Dr. Venu gopal	Chairman & Member	Independent	1
Viswanath Kompella	Member	Executive	2
_		Director	
Steve Clevenger**	Member	Independent	1

<sup>\*</sup>Resigned with effect from 20.09.2006

<sup>\*\*</sup>Appointed with effect from 20.09.2006

<sup>\*\*</sup>Appointed with effect from 20.09.2006



#### Details of remuneration to the directors for the Year:

Details of remuneration paid to Directors are given below:

Name of the	Business	Loans	Remuner			
Director	relations	and	ation	Paid During the year 2006-2007		
Director	hip with	advances	ation			
	company	from		Tala Baring the year 2000 2007		
	if any					
	папу	company	Citting			
			Sitting	Salary	Comm	Total
			fees Rs.		ission	
				Rs.	Rs.	(in Rs.)
Mr. Viswanath	None	None		24,00,000		24,00,000
Kompella						
Mr. Jaganmohan	None	None				
Rao				3,75,000		3,75,000
				,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		-,,
Mr. K.S.K. Prasad	None	None	7,500			7,500
Dr. Venugopal	None	None	17,500			17,500
Mr.Sreenivasa	None	None				
Sreekanth				7,50,000		7,50,000
Uppuluri						
Mr. Anil Kumar	None	None		10,00,000		10,00,000
Pinapala				10,00,000		10,00,000

The Broad terms of reference of Remuneration Committee are to determine on behalf of the Board and on behalf of Shareholders with agreed terms of reference, the Company's policy on specific remuneration package for executive directors.

The Non-Executive Directors are paid remuneration by way of sitting fees of Rs.2500/- for each meeting of the Board attended by them. The Company does not pay any sitting fees for the committee meetings attended by the members.

#### 5. INVESTORS' GRIEVANCE COMMITTEE:

The Board constituted an investors' grievance committee which looks into shareholders and investors grievances under the chairmanship of K.S.K.Prasad who is an Independent and Non-Executive director.

### Composition of the Committee:

K.S.K.Prasad\* Member and Chairman of the Committee

Dr. Venugopal Chairman and Member of

Viswanath Kompella Member Steve Clevenger\*\* Member

\*Resigned on 20.09.2006

\*\*Appointed on 20.09.2006



Name & Designation of the Compliance officer: Mr.K.Ravindranath Tagore, Company Secretary

The total No. of Complaints received and complied during the year were;

Complaints Received-67

Complied-66

Pending-1

The Complaints had been attended to within seven days from the date of receipt of the complaint, as communicated by our Registrars and Share Transfer Agents M/s. Aarthi Consultants Pvt. Ltd.

The outstanding complaints as on 31st March, 2007 were: 1

## 6. Details of Annual General Meetings: Location and time of the last Three AGMs.

	Date & Time	Venue	Nature of special resolutions, if any passed
Financial Year			
2005-06	29.09.2006	Padmashali Kalyana Mandapam,	Preferential allotment of Shares and
	44.00 4.34	040 (( ) )   1   1   1   1   1   1   1   1   1	Warrants
	11.00 A.M.	2-12-66, Nehru Nagar, West Marredaplly, Secunderabad 26	2.Modification to the VESOS, 2004
		Securiderabad 20	2.iviodification to the VESCS, 2004
2004-05	23.09.2005	Padmashali Kalyana Mandapam,	1. Increase of Authorised capital and
			amendment of Articles of Association
	11.00 A.M.	2-12-66, Nehru Nagar, West Marredaplly,	27
		Secunderabad 26	2.Re-appointment of Managing Director
			3. Approval of payment of sitting fees to Non-Executive Directors as per clause 49 of
			the Listing Agreement
			4.Preferential allotment of shares and
			warrants to strategic investors and
			5. Resolution U/S 372A for purchase or
			subscription of shares, securities upto a limit
			of Rs.100 Crores.
2003-2004	29.09.2004	-Do-	1.Alteration of Articles of Association
	11.00 A.M.		2. Introduction of ESOP Scheme.

None of the Resolutions were put through postal ballot in the last year.

#### 7. Disclosures

**A.** Disclosure on materially significant related party transactions i.e. transactions of the company of material nature with its promoters, the directors or the management's, their subsidiaries or relatives etc. that may have potential conflict with the interests of the company at large.

#### None

**B.** Details of non-compliance by the company, penalties, Strictures imposed on the company by Stock Exchange or SEBI or any statutory authority, on any matter related to capital markets, during the last three years.

#### None

#### 8. Means of Communications:

As per the listing requirements, the company published periodical financial results in The Economic Times, Andhra Bhoomi, and leading English and regional newspapers. The Company has also posted its Quarterly results, shareholding pattern, Code of Conduct etc on the website of the company at www.virinchi.com and also in the EDIFAR site in terms of Clause 51 of the Listing Agreement.



#### 9. General Shareholder information:

a) AGM: Date, Time and Venue : 28th September, 2007 at 2:00.P.M.

At Padmashali Kalyana Mandapam,

2-12-66, Nehru Nagar, West Maredpally,

Secunderabad 500 026 A.P.

b) Financial Year : 1st April to 31st March

Financial Reporting for:

Quarter ending June 30, 2007 Before end of July 07

Quarter ending September 30, 2007 Before end of October 07

Quarter ending December 31, 2007 Before end of January, 08 Quarter ending March 31, 2008 Before end of April, 08

c) Date of Book Closure :25th September 2007 to 28th September 2007

(bothdays Inclusive)

d) Dividend Payment date(s) : Dividend if declared paid/credited on or after

4th October, 2007

e) Listing on Stock Exchanges : The Company's Equity Shares are listed in the

Hyderabad Stock Exchange Limited and

The Stock Exchange, Mumbai (BSE). The Company has paid the listing fees to the BSE for the financial year

2007-08.

f) Stock Code i) Stock Code Physical

Hyderabad: Not Allotted

Mumbai : 532372

ii) Demat ISIN in NSDL and CDSL

INE539B01017

## g) Market Price Data:

The Monthly high and low quotation and the volume of shares traded on The Stock exchange, Mumbai are as under:

Month	Highest(Rs.)	Lowest(Rs.)	Volume of Shares traded
April, 2006	47.70	38.15	1630147
May, 2006	56.00	34.15	4081303
June, 2006	41.00	23.60	1334935
July, 2006	35.50	27.50	847479
August, 2006	41.00	30.50	1039469
September, 2006	46.20	36.70	2524264
October, 2006	46.70	38.00	2222766
November, 2006	41.90	34.75	1212028
December, 2006	47.90	30.15	2941862
January, 2007	64.35	42.00	7900570
February, 2007	49.80	34.50	1805016
March, 2007	37.90	30.00	935624

Source: www.bseindia.com



**Note:** During the year shares of the company were not traded in Hyderabad Stock Exchange. Hence, the monthly High and Low of the stock quotations in respect of the same are not furnished.

h) Registrar and share transfer agents: Aarthi Consultants Pvt Ltd.

1-2-285, Domalguda, Hyderabad 500 029.

Ph: 27634445, 27638111 Fax: 27632184

i) Share Transfer System : The Share transfers are being effected

physically by the Company's share transfer agents,

M/s. Aarthi Consultants Pvt. Ltd, Hyderabad.

j) Distribution Shareholding as on 31st March, 2007

Share Holding of Nominal Value		Share Holders		Share Amount	
1,01111	Rs.		Numbers % of Total		% of Total
	(1)	(2)	(3)	(4)	(5)
Upto	5,000	8973	77.14	18713970	13.24
5,001	10,000	1385	11.91	11862520	8.39
10,001	20,000	603	5.18	9563200	6.76
20,001	30,000	231	1.99	6035740	4.27
30,001	40,000	98	0.84	3576780	2.53
40,001	50,000	92	0.79	4389020	3.10
50,001	1,00,000	112	0.96	8573490	6.06
1,00,001	And above	138	1.19	78657280	55.64
TOTAL		11632	100.00	141372000	100.00

k) Share holding pattern as on 31st March 2007.

	CATEGORY	No. of	% age of shareholding
		Shares held	
Α	PROMOTERS HOLDING:		
1.	Promoters*		
	- Indian Promoters	24,92,171	17.63
	- Foreign Promoters	15,80,114	11.18
2.	Persons acting in Concert #	Nil	Nil
B.	NON-PROMOTERS HOLDING		
3.	Institutional Investors		
a.	Mutual Funds	Nil	Nil
b.	Banks, Financial Institutions, Insurance	Nil	Nil
	Companies (Central/ State Govt.		
	Institutions / Non-government		
	Institutions)		
c.	FIIs	Nil	Nil
4.	OTHERS		
a.	Private Corporate Bodies	11,58,515	8.19
b.	Indian Public	76,49,924	54.11
c.	NRIs / OCBs	12,12,604	8.58
d.	Clearing Members	43,872	0.31
	TOTAL	14137200	100.00



1) Dematerlization of Shares and liquidity

Since the Company has entered into an arrangement with both the depositories namely NSDL and CSDL for dematerialisation of its shares, the shareholders of the company are more free to Dematerialise their shares and keep them in Dematerialised form with any depository participant. The Company shares are regularly traded on The Stock Exchange, Mumbai.

89.23% of the Company's share capital is

Dematerialized as on 31.03.2007

m) Outstanding GDRs./ADRs./Warrants or any Convertible instruments Conversion date and likely Impact on equity : The Company has issued 12,00,000 Warrants to Mr. Viswanath Kompella during 2004-2005.
The Company has allotted 40 lacs warrants to various Impact on equity investors and pending

for exercise.

n) Address for Correspondence

: Virinchi Technologies Limited 10, SRK Colony, West Maredpally,

Secunderabad 500 026

## Non Mandatory Requirements:

The Chairman is entitled to reimbursement of expenses incurred in performance of his duties. The Company has already set up a Remuneration Committee. The Company shall adopt postal ballot system, where compulsory, under the Companies Act, 1956. The other suggestions have not yet been adopted.

BY ORDER OF THE BOARD OF DIRECTORS

For VIRINCHI TECHNOLOGIES LIMITED

PLACE: HYDERABAD VISWANATH KOMPELLA

DATE: 25.08.2007 CHAIRMAN & MANAGING DIRECTOR



### ANNEXURE TO THE DIRECTORS' REPORT

Pursuant to Clause 49 of the Listing Agreement, a report on Management Discussion and Analysis Report is given below:

#### MANAGEMENT DISCUSSION AND ANALYSIS REPORT:

## Software Industry Trend Overview

The Indian IT-ITES industry including domestic market recorded an overall growth of 30.7% as against Indian IT software and services industry continued its outstanding performance in the year 2006 07, recording double digit growth. Software exports remained the mainstay for the industry, growing at a healthy 33 percent during 2006-07. Software and service export register revenues of US\$ 31.4 billion in financial year 2006-07 from last years US\$ 23.6 billion in 2005-06.

The domestic segment grew by 23 percent to log in revenues of US\$ 8.2 billion in financial year 06-07 up from US\$ 6.7 million last year. Within the export segment, IT services exports grew by 35.5 percent, to notch up revenues of US\$ 18 billion

The software and services sector witnessed strong growth in FAO demand and a steady expansion in emerging service lines such as legal and risk management. The sector's momentum was catalyzed by new contracts and renewals, increased traction in a broader range of services, expansion of its geographic footprint, increased mergers and acquisitions (both domestic and cross-border) and heightened interest among private equity investors to drive newer growth opportunities. India continued to remain on the global sourcing radar of customers, with the country's software players bagging major contracts in the application management and infrastructure services space.

India continues to be the most preferred destination for global IT sourcing due to its talent pool, top-quality management and security and quality focus. Indian companies face stiff competition from global IT vendors (Accenture, IBM, EDS, Cap Gemini) who are aggressively developing and enhancing their offshore delivery capability. They are doing this through both organic growth in headcount and selective strategic acquisitions.

Based on the fact that the Indian IT software and services industry (domestic and exports) is constantly exceeding revenue projections, a growth of around 24-27 percent during the current fiscal is estimated, with turnover expected to touch the US\$ 49-50 billion mark. Clearly, this places the sector in a strong position to achieve the US\$ 60 billion export target for FY09-10.

Driving the industry will be the following factors:

- an addressable global market opportunity of around US\$ 300 billion
- growth in existing businesses and new services lines
- India's status of "most preferred destination for global IT sourcing"
- The country's talent pool, top-quality management and security and quality focus

Today, India as an offshore destination for IT services offers more than just a cost proposition. Its demonstrated track record of delivering global quality at low cost has enabled the Indian IT industry to transition from being a lower-end application development and maintenance services provider to offering higher-end critical services like design conceptualization and implementation, product codevelopment and IT infrastructure management. This validates the maturing of the Indian IT industry as a provider of high-productivity, quality-driven services.

## Your company captures the market trend

Your company had a very successful year in 2006-07. The key challenge in the coming year is to maintain



the growth trend and take the company to new levels of achievement and success.

Your company offer out-of-the-box web-based solutions to customers seeking enterprise-wide solutions towards automating range of processes and improving productivity substantially. Your company today offers ready-to-deploy software solutions in the domains of Supply chain, Micro-lending, Insurance Investigations, Project Management, Online Reporting and Market Research to customers across the globe. Your company has presently added the few products to the existing portfolio that includes SLA Management Solution, Vendor Relationship Management Solution, Computer Aided Market Research), and will focus on potential market existing in the USA and Europe.

Your company focuses on products and services both. Your company's strong product portfolio is supplemented and supported by its strong service areas. The company has evolved matured service practice areas such as: Custom Application Development, Product Support and Maintenance, product customization services, data warehousing, data migration, among others. Your company will continue to focus on providing both products and services offerings in its major markets of USA and Europe.

During the coming year your company aims to increase business from the current clientele and extend its product portfolio to new clients across geographies. The key markets will continue to be the United States and Europe. However, your company is strengthening its sales and marketing presence in other potential geographies. Your company has built the foundation for a predictable and scalable sales model where we can plan for the expansion of the products and service portfolio with greater visibility.

While previously your company shifts typically added new layers of software atop the existing stack, this quiet revolution that your company is picking up is a more fundamental transformation. Your company is reshaping the entire prospects of acquiring clients to deliver more value, in more manageable pieces, over time. Ongoing restructuring will lead to more established, broadly shared sales channels that deliver new products and services more efficiently to enterprise customers.

Tacit interaction is the next frontier in business automation value and your company will make full use of modern collaboration and data sharing platforms. Taken together, these changes will have profound implications for both your company and its customers.

## Opportunities, Risks & Concerns

Today, the more pressing issues for other businesses are whether the software provider can maintain service levels and meet predefined quality metrics at offshore. But it's not always a crisis that turns an offshore outsourcing engagement sour. When things don't go well, analysts say, poor communication between the customer and the offshore service provider is often to blame. Researchers at Gartner say that, in general, companies that have outsourced major business operations need to do more to ensure that operations will run smoothly. The following concerns are to be addressed by the organizations to be focused on delivering quality services on time to meet their requirements

- The promise of cost savings is leading more companies to accept the greater risk of outsourcing revenue-generating processes offshore
- Concerns include everything from whether the provider's IT infrastructure is sound to what an exit strategy might be if the region experiences turmoil

Comparatively, your company has a flexible and sustainable business model that differentiates from the conventional model deployed by other off-shore outsourcing firms. A key factor for success is making sure to dedicate resources for managing the relationship. Developed on the experience of the management team in many previous outsourcing engagements, your company's model is uniquely suited for cost efficient outsourcing solutions. In order to mitigate some of the pitfalls of outsourcing, your company takes a pragmatic approach.



Your company has clearly etched out the practice areas and has dedicated teams to manage requirements of such practice areas onsite as well as offshore. Your Company can now confidently handle projects of large size and deliver in defined timelines.

The increasing success of your company's products and services is putting pressure on its infrastructure. Your company is currently utilizing its total capacity. However, keeping pace with the expected growth, your company is adding capacity to meet the future growth requirements. Your company is also getting the necessary approvals to set up its campus.

Your company has perfect understanding of the amount of risks and extent of risks involved while delivering the project to client and knows well how to tackle them effectively. Your company is also trying to explore and find other opportunities that might prove to be beneficial in increasing our revenues and gain market share.

## Internal Control Systems & Their Adequacy

The Management Information Systems is the back bone of our internal control mechanism. The Company has adequate internal control systems and procedures in all operational areas and at all levels equipment procurement, finance and administration marketing and personnel departments. The Company also has internal Audit system commensurate with its size and nature of business. The Audit Committee reviews the internal audit reports and the adequacy of internal controls from time to time.

## Discussion on Financial Performance with respect to Operational Performance

We have achieved a tremendous growth of 33 % in annual revenues, recording Rs.34.49 Crores for the year 2006-07 as against Rs 25.70 Crores in the previous financial year 2005-06. The company's net profit before tax stood at Rs. 8.81 Crores in 2006-07.

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

Your company believes that successful organizations emanate from successful people who achieve that success from within the organization. Hence it's the organization's responsibility to define the growth & success blue print of every member working for it. Based on some of the successful industry practices, a comprehensive career management model has been devised for your company, primarily driven by parameters such as group and individual performance, to determine the growth & success path for each employee.

Your company is building on these three aspects with particular emphasis on Human Resources. Your company has about 250 employees on the rolls and keeping abreast with the envisaged growth, your company aims to increase its headcount to about 350 by the end of year 2007-08. Your company is taking several initiatives to retain its employees in a very competitive environment.

Your company works continuously towards adopting the best human resource practices in the industry and firmly believes in coming out with creative ideas for promoting customer satisfaction of the highest order. To ensure that employees grow with technology, training programs are conducted by your company at regular intervals to enable all technical & functional resources be abreast with the latest technologies.



# Declaration regarding compliance with the code of conduct and ethics policy of the company by Board Members and senior management personnel

This is to confirm that the company has adopted code of conduct and Ethics policy for the Board of Directors and Associates of the Company, which is available at www.virinchi.com

I, declare that the Board of directors and senior management personnel have affirmed compliance with the Code of Conduct and Ethics Policy of the Company.

Date: 25.08.2007 Place: Hyderabad Viswanath Kompella Chairman & Managing Director

## **Compliance Certificate on Corporate Governance**

To

## The Members, VIRINCHI TECHNOLOGIES LIMITED

We have read the report of the Board of Directors on Corporate Governance and have examined the relevant records relating to compliance condition of corporate governance of M/s. Virinchi Technologies Limited, ("the company") for the year ended 31st March, 2007 as stipulated in clause 49 of the listing agreement of the said company with the Stock Exchanges.

The compliance of the conditions of the Corporate Governance is the responsibility of the management. Our examination, conducted in the manner described in the Guidance note on Certification of Corporate Governance" issued by the Institute of Chartered Accountants of India was limited to procedures and implementation thereof adopted by the company for ensuring compliance with the conditions of Corporate Governance. Our examination was neither an audit nor was it conducted to express an opinion on the financial statements of the company.

In our opinion and to the best of our information and explanations given to us and on the basis of our examination described above, the company has complied with the conditions of Corporate Governance as stipulated in clause 49 the above mentioned Listing Agreement.

We further state that such compliance is neither an assurance as to the future viability of the company nor the efficiency or effectiveness with which the management has conducted the affairs of the company.

For P. MURALI & CO., CHARTERED ACCOUNTANTS

PLACE: HYDERABAD DATE: 25.08.2007

P.MURALI MOHANA RAO

PARTNER. M.No: 23412



#### **AUDITORS' REPORT**

To

The Members,

#### VIRINCHI TECHNOLOGIES LIMITED

- 1. We have audited the attached Balance Sheet of M/s VIRINCHI TECHNOLOGIES LIMITED as at 31st March, 2007 and also the Profit and Loss Account for the period ended on the date annexed thereto and the cash flow statement for the period ended on that date. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audit.
- We conducted our audit in accordance with 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 and as amended by the Companies (Auditor's Report) (Amendment) Order 2004, issued by the Central Government of India in terms of sub-section (4A) of Section 227 of the Companies Act, 1956, we enclose in the annexure a statement on the matters specified in paragraphs 4 and 5 of the said Order.
- 4. Further to our comments in the Annexure referred to above, we report that:
  - a) We have obtained all the information and explanations, which to the best of our knowledge and belief were necessary for the purpose of our audit.
  - b) In our opinion proper books of account as required by law have been kept by the company so Far as appears from our examination of those books.
  - c) The Balance Sheet & Profit and Loss Account dealt with by this reports are in agreement with the books of account.
  - d) In our opinion, the Balance Sheet & Profit and Loss Account dealt with by this report comply with the Accounting Standards referred to in Sub Section (3C) of Section 211 of the Companies Act, 1956;
  - e) On the basis of written representations received from the Directors, as on 31st March, 2007 and taken on record by the Board of Directors, we report that, none of the Directors is disqualified as on 31st March, 2007 from being appointed as a Director in terms of clause (g) of sub-Section (i) of Section 274 of the Companies Act, 1956.
  - f) In our opinion and to the best of our information and according to the explanations given to us, the said Accounts give the information required by the Companies Act, 1956 in the manner so required give a true and fair view in conformity with the accounting principles generally Accepted in India.
  - i) In the case of the Balance Sheet, of the State of affairs of the company as at 31st March, 2007.
  - ii) In the case of the Profit and Loss Account, of the Profit for the year ended on that date;

And

iii) In the case of cash flow statement of the cash flows for the year ended on that date.

For P. MURALI & CO., CHARTERED ACCOUNTANTS P.MURALI MOHANA RAO

PARTNER M.No: 23412

PLACE: Hyderabad DATE: 25.08.2007



### ANNEXURE TO THE AUDITOR'S REPORT:

- a) The company has maintained proper records showing full particulars including quantitative details and situation of its Fixed assets.
  - b) As explained to us, the fixed assets have been physically verified by the management reasonable intervals and no discrepancies between the book records and the physical inventory have been noticed on such verification.
  - c) The company has not disposed off any of the Fixed Assets during the year.
- 2. The Company has no Inventory. Hence this clause is not applicable.
- 3. a) The Company has not granted or taken any loans, Secured or unsecured to Companies, Firms or other Parties covered in the register maintained under Section 301 of the Companies Act, 1956.
  - b) As the Company has not granted any loans, the clause of whether the rate of interest & other terms and conditions on which loans have been granted to parties listed in the register maintained under Section 301 is prejudicial to the interest of company, is not applicable.
  - c) As no loans are granted by company, the clause of receipt of interest & principal amount from parties, is not applicable to the company.
  - d) No loans have been granted to Companies, Firms & other parties listed in the register U/s. 301 of the Companies Act, 1956, hence overdue amount of more than rupees one Lac does not arise and the clause is not applicable.
- 4. In our opinion and according to the information and explanation given to us, there are generally adequate internal controls commensurate with the size of the company and the nature of its business with regard to purchases of fixed assets and for sale of goods and services. There is no continuing failure by the company to correct any major weaknesses in internal control.
- 5. a) In our opinion and according to the information and explanations given to us, since no contracts or arrangements referred to in section 301 of the Companies Act, 1956 have been made by the Company in respect of any party in the financial year, the entry in the register U/s. 301 of the Companies Act, 1956 does not arise.
  - b) According to the information and explanations given to us, as no such contracts or arrangements made by the company, the applicability of the clause of charging the reasonable price having regard to the prevailing market prices at the relevant time does not arise.
- 6. The company has not accepted any deposits from the public and hence the applicability of the clause of directives issued by the Reserve Bank of India and provisions of section 58A, 58AA or any other relevant provisions of the Companies Act,1956 and the rules framed there under does not arise. As per information and explanations given to us the order from the Company Law Board or National Company Law Tribunal or Reserve Bank of India or any Court or any other Tribunal has not been received by the Company.
- 7. In our opinion, the company is having internal audit system, commensurate with its size and nature of its business.
- 8. In respect of the Company, the Central Government has not prescribed maintenance of cost records under clause (d) of Sub Section (1) of Section 209 of the Companies Act, 1956.
- 9. a) The company is regular in depositing statutory dues including PF, ESI, Income Tax, and any other statutory dues with the appropriate authorities and at the last of the financial year there were no amounts outstanding which were due for more than 6 months from the date they became payable.
  - b) According to the information and explanations given to us, no undisputed amounts are payable in respect of PF, ESI, Income Tax, and any other statutory dues as at the end of the period, for a Period more than six months from the date they became payable.
- 10. The company has been registered for a period of not less than 5 years, and the company has no



accumulated losses at the end of the financial year and the company has not incurred cash losses in this financial year and in the immediately preceding financial year.

- 11. According to information and explanations given to us, the Company has not defaulted in repayment of dues to financial Institutions of banks.
- 12. According to the information and explanations given to us, the Company has not granted any loans or advances on the basis of security by way of pledge of shares, debentures and other securities and hence the applicability of the clause regarding maintenance of adequate documents in respect of loans does not arise.
- 13. This clause is not applicable to this Company as the Company is not covered by the provision of special statute applicable to Chit Fund in respect of Nidhi/Mutual Benefit Fund/Societies.
- 14. According to the information and explanations given to us, the company is not dealing or trading in shares securities, Debentures and other investments and hence the provisions of clause 4 (xiv) of the Companies (Auditor's Report) Order 2003, are not applicable to the Company.
- 15. According to the information explanations given to us, the Company has not given any guarantee for loans taken by others from Banks or Financial Institutions, and hence the applicability of this clause regarding terms and conditions which are prejudicial to the interest of the company does not arise. In our opinion, the terms and conditions on which the company has given guarantees for loans taken by others from banks or financial institutions are not prejudicial to the interest of the company.
- 16. According to the information and explanations given to us the company has obtained Term Loan and utilized the funds for the purpose it was sanctioned.
- 17. According to the information and explanations given to us, the Company has not used short term funds for long term Investment.
- 18. According to the information and explanation given to us, the company has made preferential allotment to parties covered in the Register maintained Under Section 301 of the Companies Act, 1956. However, as per the information provided for our verification, the terms and conditions of the same are not prejudicial to the interest of the Company.
- 19. According to the information and explanations given to us, the company has not issued debentures and hence the applicability of the clause regarding the creation of security or charge in respect of debentures issued does not arise.
- 20. According to information and explanations given to us, the company has not raised any money by way of public issues during the year, hence the clause regarding the disclosure by the management on the end use of money raised by Public Issue is not applicable.
- 21. According to the information and explanations given to us, no fraud on or by the Company has been noticed or reported during the year under audit.

For P. MURALI & CO.,
CHARTERED ACCOUNTANTS

PLACE: Hyderabad DATE: 25.08.2007

P. MURALI MOHANA RAO PARTNER M.No 23412



### **BALANCE SHEET AS ON 31st MARCH, 2007**

PARTICULARS	SCHEDULE Nos.	AS AT 2006-07 (Rupees)	AS AT 2005-06 (Rupees)
I SOURCES OF FUNDS			
1. SHAREHOLDERS FUNDS a) Share Capital	1	140,916,697	139,057,000
<ul><li>b) Share Warrants</li><li>c) Reserves &amp; Surplus</li></ul>	2	24,040,000 449,173,725	8,040,000 360,389,285
2. LOAN FUNDS a) Secured Loans	3	39,600,751	38,830,272
3. DEFERRED TAX LIABILITY	3	36,616,619	32,086,819
TOTAL		690,347,792	578,154,110
II APPLICATION OF FUNDS			
1. FIXED ASSETS			
a) Gross Block     b) Less: Depreciation	4	516,326,137 132,625,047	437,054,387 90,018,270
c) Net Block		383,701,089	347,036,117
2. INVESTMENTS	5	105,082,001	14,000
3. CURRENT ASSETS, LOANS AND ADVANCES		E4 004 004	50 774 000
<ul><li>a) Sundry Debtors</li><li>b) Cash and Bank Balances</li></ul>	6 7	51,631,664 52,190,273	50,774,920 116,816,713
c) Advances and Deposits	8	123,063,032	121,663,456
Less: Current Liabilities, Provisions and Advances	9	25,320,266	58,151,097
NET CURRENT ASSETS		201,564,702	231,103,992
TOTAL		690,347,792	578,154,110
Notes to Accounts	11		

Scheduels 1 to 10, Notes to Accounts and the Cash Flow Statement annexed here to form part of these Accounts.

AS PER OUR REPORT OF EVEN DATE for P MURALI & CO., CHARTERED ACCOUNTANTS

FOR AND ON BEHALF OF THE BOARD for VIRINCHI TECHNOLOGIES LIMITED

P.MURALI MOHANA RAO PARTNER VISWANATH KOMPELLA CHAIRMAN & MANAGING DIRECTOR K.JAGANMOHAN RAO DIRECTOR

PLACE: HYDERABAD DATE: 25.08.2007



### PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31st MARCH, 2007

	PARTICULARS	SCHEDULE NO'S	YEAR ENDED 2006-07 (Rupees)	YEAR ENDED 2005-06 (Rupees)
1	INCOME			
	Income from Operations Interest on FDR Other Income		341,633,972 3,323,265	257,072,583 1,488,759 1,751,632
	TOTAL		344,957,237	260,312,974
2	EXPENDITURE			
	Salaries and Other Benefits to Employees Business and Administrative Expenses Interest and Financial Expenses Depreciation	10	57,969,613 152,299,057 3,927,402 42,606,778	32,097,472 105,346,555 4,228,508 34,475,007
	TOTAL		256,802,850	176,147,541
3 4	PROFIT BEFORE TAX PROVISION FOR TAX Current Tax		88,154,386 780,000	84,165,433 -
	Fringe Benefit Tax Deferred Tax		135,000 4,529,800	997,065
5 6	PROFIT AFTER TAX PROVISION FOR DIVIDEND		82,709,586 7,068,600	83,168,368 6,976,000
7	PROVISION FOR DIVIDEND TAX		1,201,309	978,384
8 9	PROFIT AFTER DIVIDIDEND BALANCE BROUGHT FORWARD		74,439,678 156,858,086	75,213,984 81,644,102
10 11	BALANCE CARRIED FORWARD TO BALANCE BASIC EARNINGS PER SHARE (PAT)	SHEET	231,297,764 5.85	156,858,086 5.96
	Notes to Accounts	11	_	-

Scheduels 1 to 10, Notes to Accounts and the Cash Flow Statement annexed here to form part of these Accounts.

AS PER OUR REPORT OF EVEN DATE for P MURALI & CO., CHARTERED ACCOUNTANTS

FOR AND ON BEHALF OF THE BOARD for VIRINCHI TECHNOLOGIES LIMITED

P.MURALI MOHANA RAO PARTNER VISWANATH KOMPELLA CHAIRMAN & MANAGING DIRECTOR K.JAGANMOHAN RAO DIRECTOR

PLACE: HYDERABAD DATE: 25.08.2007



PARTICULARS	AS AT 2006-07 (Rupees)	AS AT 2005-06 (Rupees)
SCHEDULE 1 SHARE CAPITAL		
AUTHORISED: 18,000,000 Equity Share of Rs.10/- each	180,000,000	180,000,000
ISSUED, SUBSCRIBED & PAID UP: 14,137,200 Equity shares of Rs.10/- each (Previous year 1,39,52,000 Shares of Rs. 10/- each)	141,372,000	139,520,000
LESS: Calls in Arrears	455,303 <b>140,916,697</b>	463,000 139,057,000
Share Warrants	24,040,000	8,040,000
SCHEDULE 2 RESERVES AND SURPLUS		
Balance Upto Previous year Surplus in Profit and Loss Account	156,608,820 <b>74,439,678</b> 231,048,498	81,644,102 74,964,718 156,608,820
Employee Stock Option Scheme Less:Deferred Employee Compensation	28,174,424 18,182,667 9,991,757	14,981,237 11,235,928 3,745,309
Securities Premium (Share Premium)	208,133,470 <b>449,173,725</b>	199,785,890 <b>360,140,019</b>
SCHEDULE 3 SECURED LOANS		
Overdraft from Canara Bank (Hypothecation of Machinery such as Computers, Furniture and Fixtures, Office Equipment and Airconditioners and personal guarantee of the Director of the Company)	23,172,901	21,062,722
Vehicle Finance (Secured against Vehicles)	3,658,186	472,650
Canara Bank - Bill Discounting	12,603,732	3,772,900
Canara Bank Term Loan (Hypothication of Fixed Assets - Land, Building, Computers & Interiors etc. of the proposed campus at Shamirpet and personal guarantee of the Directors)	165,932	13,522,000
2	39,600,751	38,830,272



### **Schedule 4 Fixed Assets**

PARITCULARS	GROSS BLOCK AS ON 01-04-2006	ADDITIONS DURING THE YEAR	GROSS BLOCK AS ON 31-03-2007	GROSS BLOCK DEPRECIATION AS ON UPTO 31-03-2007 31-03-2006	DEPRECIATION DURING THE YEAR	TOTAL DEPRECIATION 31-03-2007	NET BLOCK AS AT 31-03-2007	NET BLOCK AS AT 31-03-2006
Computer Hardware	104,980,090	3,507,486	108,487,576	48,910,581	9,483,241	58,393,822	50,093,754	56,069,509
Computer Software	94,368,697	5,634,768	100,003,465	28,629,325	11,107,851	39,737,176	60,266,289	65,739,372
Furniture and Fixtures	9,537,094	513,495	10,050,589	2,891,282	441,787	3,333,069	6,717,520	6,645,812
Interior Decoration	17,489,221	14,180,396	31,669,617	4,310,727	1,169,884	5,480,611	26,189,006	13,178,494
Office Equipments	7,325,092	877,117	8,202,209	883,139	330,796	1,213,935	6,988,274	6,441,954
Air Conditioners	1,974,703	345,000	2,319,703	423,084	83,158	506,242	1,813,461	1,551,619
Vehicles	5,912,300	5,642,982	11,555,282	3,728,329	372,506	4,100,835	7,454,447	2,183,972
Electrical Equipment	1,176,344	51,750	1,228,094	241,802	44,971	286,773	941,321	934,542
Product Development Expenses	178,225,846	35,000,000	213,225,846		19,572,585	19,572,585	193,653,261	178,225,846
Land & Land Development Charges	16,065,000	13,518,756	29,583,756	•	•	•	29,583,756	16,065,000
	437,054,387	79,271,750	516,326,137	90,018,270	42,606,778		132,625,047 383,701,090	347,036,118



SCHEDULE 5 INVESTMENTS		
Canara Bank Shares (Cost price of 400 Shares @ Rs.35/- per share) (Market Price of share as on 30th March,2007 is Rs.194.70 per share) K Soft Systems Inc, wholly owned subsidiary	14,000	14,000
(Acquisition effective from 1st October 2006) Share Capital Goodwill	4,591,087 <b>100,476,914</b>	
	105,082,001	14,000
SCHEDULE 6 SUNDRY DEBTORS		
Debtors not exceeding six months Others	51,631,664	50,774,920 -
	51,631,664	50,774,920
SCHEDULE 7 CASH AND BANK BALANCES		
Cash in Hand Cash with Schedule Banks	160,686	92,145
In Current Accounts In Deposit Accounts	8,436,219 43,593,368	56,252,866 60,471,702
	52,190,273	116,816,713
SCHEDULE 8 ADVANCES AND DEPOSITS		
ADVANCES Advances Virinchi Employees Welfare Trust	33,851,565 18,960,000	7,109,046 18,960,000
Other Advances	68,386,438	93,379,969
DEPOSITS Rent Deposits	820,328	820,328
Other Deposits	1,044,701	1,394,113 
	123,063,032	121,663,456



SCHEDULE 9 CURRENT LIABILITIES, ADVANCES AND PROVISIONS		
Sundry Creditors	8,996,756	3,043,014
Advances & Creditors for Expenses	1,667,385	10,325,208
Advances Others	1,413,000	27,918,000
Outstanding Expenses and Provisions	4,058,217	8,910,491
Provision for Taxation	915,000	-
Provision for Dividend	7,068,600	6,976,000
Provision for Dividend Tax	1,201,309	978,384
	,,,	,
	25,320,266	58,151,097
SCHEDULE 10		
BUSINESS AND ADMINISTRATIVE EXPENSES		
Postage, Telephone and Telegrams	6,510,045	3,874,107
Repairs and Other Maint. Charges	3,604,559	534,780
Rent, Rates and Taxes	1,679,700	6,923,906
Auditors Remuneration	112,750	112,750
Directors Remuneration	4,300,000	1,364,560
Printing and Stationery	746,866	299,343
Travelling and Conveyance	11,462,596	13,860,959
Marketing and Business Expenses	107,047,855	72,116,024
Other Administrative Expenses	16,834,687	6,260,126
	152,299,057	105,346,555



### SCHEDULE-11 NOTES FORMING PART OF THE ACCOUNTS

### A, SIGNIFICANT ACCOUNTING POLICIES.

### General:

- (i) These accounts are prepared on the historical cost basis and on the accounting principles of a going concern.
- (ii) Accounting policies not specifically referred to otherwise are consistent and in consonance with generally accepted accounting principles.

### **Revenue Recognition:**

- (i) Income from Software development is accounted for on the basis of Software developed and billed to clients on acceptance and/or on the basis of man days/man hours as per the terms of contract.
- (Ii) Revenue from professional services consist primarily of revenue earned from services performed on a 'time and material' basis. The related revenue is recognized as and when the services are performed.
- (Iii) Revenue from Software development services includes revenue from time and material and fixed price control recognized as related services are performed.
- (Iv) Revenue on Fixed price contracts is recognized in accordance with percentage of completion and method of account
- (V) Revenue is not recognized on the grounds of prudence, until realized in respect of liquidated damages, delayed payments as recovery of the amounts are not certain.

### **Foreign Exchange Transactions:**

- (i) Realized gains & loss in foreign exchange transactions are recognized in Profit & loss Account.
- (ii) Transactions in Foreign currency will be recorded at the rates of exchange prevailing on the date of transaction. Current assets and liabilities denominated in foreign currency will be translated at the rate of exchange as at Balance Sheet date.

### **Investments:**

Investments are stated at cost i.e. cost of acquisition, inclusive of expenses incidental to acquisition wherever applicable

### **Fixed Assets:**

Fixed Assets are stated at cost less accumulated depreciation. Cost of acquisition of fixed assets is inclusive of freight duties, taxes and incidental expenses thereto.

### Depreciation and Amortization:

- (i) Depreciation is provided on straight line method on pro-rata basis and at the rates and manner specified in the Schedule XIV of the Companies Act, 1956
- (ii) Preliminary expenses are amortized over the period of 5 years
- (iii) Product Development Expenditure is depreciated over a period of 10 years.

### **Taxation:**

During the year there is no tax liability on the Company pursuant to the Notification issued by the Central Board of Direct Taxes under Section 10B of the Income Tax Act, 1961 Tax provision made to the extent exemption U/S 10B is available. Deferred tax asset and liability is recognized for future tax consequences attributable to the timing differences that result between profit offered for Income tax and the profit as per the financial statements. Deferred tax asset & liability are measured as per the tax rates/laws that have been enacted or substantively enacted by the Balance Sheet date.

### Earning per Share:

The earning considered in ascertaining the companies earning per share comprise net profit after tax. The number of shares used in computing basic earning per share is the weighed average number of shares outstanding during the year.



### Gratuity

The Company has made provision for the gratuity to its employees.

### **Stock Option Policy:**

Stock Option Grants to the employees who accepted the grant under the Company's Stock Option Plan are accounted in accordance with Securities and Exchange Board of India (Employees Stock Option Scheme and Employees Stock Purchase Scheme) Guidelines, 1999. Accordingly the excess, if any of the market Price of the underlying Equity Shares as of the date of the grant of the option over the exercise price of the option, is recognized as employee compensation cost and amortized over the vesting period on Straight Line basis.

### **Impairment of Assets:**

At each balance sheet date, the Company reviews the carrying amounts of its fixed assets to determine whether there is any indication that those assets suffered an impairment loss. If any such indication exists, the recoverable amount of the asset is estimated in order to determine the extent of impairment loss. Recoverable amount is the higher of an asset's net selling price and value in use. In assessing value in use, the estimated future cash flows expected from the continuing use of the asset and from its disposal are discounted to their present value using a pre-discount rate that reflects the current market assessments of time value of money and the risks specific to the asset. Reversal of impairment loss is recognized as income in the profit and loss account.

### **B. Notes on Accounts**

1. Particulars of Employees in accordance with Sub-section (2A) of Section 217 of the Companies Act, 1956 read with Companies (Particulars of Employees) Rules, 1975

	1.	K.VISWANATH	24,00,000
2.	Directors Remuneration	Current Year(Rs.)	Previous Year(Rs.)
		4,300,000 /-	1,420,000 / -
3.	Auditors Remuneration	Current Year.(Rs.)	Previous Year(Rs)
		1,12,750/-	1,12,750/-

- 4. The Company is engaged in the development of Computer Software and Services. The Production and sale of such software and services cannot be expressed in any generic unit. Hence, it is not possible to give the quantitative details of sales and the information as required under Paragraphs 3 and 4C of Part II of Schedule VI to the Companies Act, 1956.
- 5. Acquisition of K Soft Systems inc., is completed w.e.f. 1st October 2006 and consolidated financials are prepared effective from the same period.
- 6. The Cash Credit is secured by hypothecation of machinery such as Computers, Furniture& Fixtures, Office Equipments and Air conditioners and personal guarantee of the Director of the Company. Vehicle loans are secured by hypothecation of vehicles. Term Loans are secured against the Fixed Assets Land, Building, Computers & Interiors etc. of the proposed campus at Shamirpet and personal guarantee of the Directors
- 7. Expenditure in Foreign Currency Current Year (Rs.)

Foreign Traveling 88.96 Lacs
Other Expenses 1058 Lacs



8. Earnings in Foreign Exchange as reported by the Company to Government of India and as certified by Management.

### Current Year(Rs.)

Foreign Exchange Inflow

3552.45 Lacs

- 9. There are no dues to SSI Units outstanding for more than 30 days.
- 10. No Confirmations were obtained from debtors/creditors as to the balances receivable from/payable to them as at year end.
- 11. During the year the company has allotted Warrants on preferential basis totaling to Rs. 16 Crores. The Company has received 10% of the amount as per the SEBI Guidelines. The amount has been put in the Fixed deposits with the Canara Bank.
- 12. In accordance with Accounting Standard 22(AS 22) issued by the ICAI, the Company has accounted fro deferred income tax during the year. The deferred income tax provision for the current year amounts to Rs.45,29,800 /-towards deferred income tax liability. Previous year Rs. 12,46,331/- towards deferred Income tax liability).
- 13. Previous years figures have been regrouped wherever necessary.
- 14. The figures have been rounded off to the nearest rupee.

AS PER OUR REPORT OF EVEN DATE for P MURALI & CO., CHARTERED ACCOUNTANTS FOR AND ON BEHALF OF THE BOARD for VIRINCHI TECHNOLOGIES LIMITED

P.MURALI MOHANA RAO

VISWANATH KOMPELLA

K.JAGANMOHAN RAO

**PARTNER** 

CHAIRMAN & MANAGING DIRECTOR

DIRECTOR

PLACE: HYDERABAD DATE: 25.08.2007



### BALANCE SHEET ABSTRACT AND COMPANY'S GENERAL PROFILE

I) Registration No. 11104 State Code: 01

Corporate Identification No. (CIN) L72200AP1990PLC011104

II) Capital raised during the year (Amount in Rs. Thousands)

Public Issue -NIL-Right Issue - NIL -Bonus Issue -NIL-Private Placement -24040

III) Position of Mobilization and deployment of funds: (Amount in Rs. Thousands)

Total Liabilities: Total Assets: 690347 690347

**Application of Funds** Sources of Funds

Paid-up Capital 140916 Net Fixed Assets 383701 Reserves & Surplus: 449173 Investments 105082 Secured Loans 39600 201564 Net Current Assets Unsecured Loans Miscellaneous Expenditure **NIL** NIL :

Accumulated Losses NII.

IV) Performance of Company (Amount in Rs. Thousands)

Turnover 344957 Total Expenditure 256802 Profit/Loss before Tax: Profit after Tax 88154 82709

Earning per share (Rs.): 5.85 Dividend Rate 5%

V) Generic Names of principal products, services of the Company

Item Code No. 85249009.1

Product Description Computer Software



### CASH FLOW STATEMENT FOR THE YEAR ENDED 31st MARCH, 2007

	Particulars	Ended 31-03-2007 Rs.in Lacs	Year Ended 31-03-2006 Rs.in Lacs
Α.	CASH FLOW FROM OPERATING ACTIVITIES:		
	Net Profit/ (Loss) before taxation and extraordinary items	881.54	841.65
	Adjustments for: Depreciation	426.07	344.75
	W/o expenses Interest expenses	39.27	42.29
	Operating Profit before working capital changes	1346.89	1228.69
В.	Working Capital Changes Trade and other receivables Trade payables Cash generated from operations Interest paid Taxation for the year Dividend for the year Dividend Tax for the year Deferred Employee Compensation Cash flow before extraordinary items Extraordinary items Net Cash from Operating Activities  CASH FLOW FROM INVESTING ACTIVITIES: Purchase of Fixed Assets Investment	-22.56 -328.31 996.01 -39.27 -9.15 -70.69 -12.01 62.46 927.36 - 927.36	-912.23 496.41 <b>812.85</b> -42.29 0.00 -69.76 -9.78 37.45 <b>728.47</b> - <b>728.47</b>
	Public Issue Expenses	0.00	0.00 0.00
	Net Cash used in Investing Activities	-1843.40	-1281.92
C.	CASH FLOW FROM FINANCING ACTIVITIES: Proceeds from Equity Shares Issue of Share Warrants Share Premium Net Proceeds from Long Term Borrowings  Net Cash used in Financing Activities	18.60 160.00 83.48 7.70 <b>269.78</b>	208.08 80.40 1117.02 310.98
	Net increase in cash and cash equivalents Cash and Cash equivalents as at 01.04.2006 Cash and Cash equivalents as at 31.03.2007	-646.26 1168.17 521.90	1163.03 5.11 1168.14

AS PER OUR REPORT OF EVEN DATE for P MURALI & CO., CHARTERED ACCOUNTANTS

FOR AND ON BEHALF OF THE BOARD for VIRINCHI TECHNOLOGIES LIMITED

P.MURALI MOHANA RAO PARTNER

PLACE: HYDERABAD DATE: 25.08.2007

VISWANATH KOMPELLA CHAIRMAN & MANAGING DIRECTOR K.JAGANMOHAN RAO DIRECTOR



### **Auditors' Certificate**

To
THE BOARD OF DIRECTORS
VIRINCHI TECHNOLOGIES LIMITED
HYDERABAD.

We have examined the attached cash flow statement of M/s. Virinchi Technologies Limited, for the year ended 31st March, 2007. The statement has been prepared by the company in accordance with the requirements of Clause 32 of listing agreement with stock exchange and is based on and in agreement with the corresponding profit and loss Account and Balance Sheet of the Company covered by our report of 25th August, 2007 to the Members of the Company.

For P. MURALI & CO.
CHARTERED ACCOUNTANTS

PLACE: HYDERABAD DATE: 25<sup>th</sup> August, 2007

P. MURALI MOHANA RAO PARTNER



### STATEMENT PURSUANT TO SECTION 212 OF THE COMPANIES ACT, 1956 RELATING TO COMPANY'S INTEREST IN SUBSIDIARY COMPANY

Name of the subsidiary company: KSoft Systems Inc.,.

Financial year of the subsidiary company: April, 2006-March, 2007

Extent of holding company's Interest: 100 %

### KSOFT SYSTEMS INC., USA DIRECTORS' REPORT

Your directors take pleasure in presenting the financial results of the company for the year 2006-07:

Rs. In Lacs

No.	Particulars		Period ended 31.03.2007
1	Net sales/Income from operations	:	1150.52
2	Other Income	:	1150.52
3	Total Income	:	510.45
4	Administrative & General expenses	:	629.55
5	Depreciation	:	0.08
6	Net Profit (Loss) before tax	:	10.45
7	Income tax	:	3.13
8	Profit (Loss) after tax	:	7.32
9	Paid up equity share capital	:	45.91

For and on behalf of the Board

KSoft Systems Inc.,

Viswanath Kompella Chairman



### Accountants' Review Report

To The Board of Directors K SOFT SYSTEMS Inc New Jersy U.S.A

We have reviewed the accompanying balance sheets of K Soft Systems Inc. (a wholly owned subsidiary of Virinchi Technologies Limited) as of March 31, 2007, Profit and Loss account and cash flows for the period 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 Virinchi Technologies Limited.

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.

Date:25.08.2007

Place: Hyderabad

For P.Murali & Co., Chartered Accountants

P. Murali Mohana Rao Partner M.No:23412



### K SOFT SYSTEMS Inc

### **BALANCE SHEET AS ON 31st MARCH, 2007**

	PARTICULARS	SCHEDULE Nos.	AS AT 2006-07 (Rupees)
ı	SOURCES OF FUNDS		
	1. SHAREHOLDERS FUNDS		
	a) Share Capital	1	4,591,087
	b) Reserves & Surplus	2	731,278
	2. LOAN FUNDS		
	a) Secured Loans	3	8,688,336
	TOTAL		14,010,700
II	APPLICATION OF FUNDS		
	1. FIXED ASSETS		
	a) Gross Block		158,191
	b) Less: Depreciation		7,514
	c) Net Block		150,677
	2. CURRENT ASSETS, LOANS AND ADVANCES		
	a) Sundry Debtors	4	31,925,803
	b) Cash and Bank Balances	5	8,499,863
	Less: Current Liabilities, Provisions and Advances	6	26,827,700
	NET CURRENT ASSETS		13,597,966
	Foreigh Exchange Transalation Reserve (Dr.)		262,057
	TOTAL		14,010,700
	Notes to Accounts	7	

Scheduels 1 to 7, Notes to Accounts and the Cash Flow Statement annexed here to form part of these Accounts.

AS PER OUR REPORT OF EVEN DATE for P MURALI & CO., CHARTERED ACCOUNTANTS

FOR AND ON BEHALF OF THE BOARD K SOFT SYSTEMS Inc

P.MURALI MOHANA RAO PARTNER VISWANATH KOMPELLA CHAIRMAN ANIL KUMAR PINAPALA DIRECTOR

PLACE: HYDERABAD DATE: 25.08.2007



### K SOFT SYSTEMS Inc

### PROFIT AND LOSS ACCOUNT FOR THE PERIOD ENDED 31st MARCH, 2007

	PARTICULARS	SCHEDULE NO'S	YEAR ENDED 2006-07 (Rupees)	
1	INCOME			
	Income from Operations		115,052,055	
	TOTAL		115,052,055	
2	EXPENDITURE			
	Salaries and Other benefits to Employees Business and Administrative Expenses Depreciation	7	51,044,602 62,955,257 7,514	
	TOTAL		114,007,373	
3 4	PROFIT BEFORE TAX PROVISION FOR TAX		1,044,682	
-	Current Tax		313,405	
5 6	PROFIT AFTER TAX BALANCE CARRIED FORWARD TO BALANCE	SHEET	731,278 731,278	
	BALANCE CARRIED FORWARD TO BALANCE	J⊓LET	131,210	
	Notes to Accounts	8	-	

Scheduels 1 to 7, Notes to Accounts and the Cash Flow Statement annexed here to form part of these Accounts.

AS PER OUR REPORT OF EVEN DATE for P MURALI & CO., CHARTERED ACCOUNTANTS

FOR AND ON BEHALF OF THE BOARD K SOFT SYSTEMS Inc

P.MURALI MOHANA RAO PARTNER VISWANATH KOMPELLA CHAIRMAN ANIL KUMAR PINAPALA DIRECTOR

PLACE: HYDERABAD DATE: 25.08.2007



PARTICULARS	AS AT 2006-07
	(Rupees)
SCHEDULE 1 SHARE CAPITAL	
ISSUED, SUBSCRIBED & PAID UP: 100,100 Equity Share of USD 1/- each	4,591,087
	4,591,087
SCHEDULE 2 RESERVES AND SURPLUS	
Balance Upto Previous year Surplus in Profit and Loss Account	 731,278
	731,278
SCHEDULE 3 SECURED LOANS	
Wachovia Line of Credit	8,688,336
	8,688,336
SCHEDULE 4 SUNDRY DEBTORS	
Debtors not exceeding six months	31,925,803
	31,925,803
SCHEDULE 5 CASH AND BANK BALANCES	
Cash in Hand Cash at Bank - In Checking Account Wachobia Securities - 8954	163,177
Wachobia Securities - 9979	8,336,686 <b>8,499,863</b>
	0,433,003
SCHEDULE 6 CURRENT LIABILITIES, ADVANCES AND PROVISIONS	
Sundry Creditors Exployees payable Others Provision for Taxation	17,910,602 6,655,990 1,947,704 313,405 <b>26,827,700</b>
SCHEDULE 7 Business and administrative expenses	, , , , ,
Postage, Telephone and Telegrams Rent, Rates and Taxes Marketing and Business Expenses Other Administrative Expenses	129,026 738,713 7,037,534 55,049,984
	62,955,257



### CASH FLOW STATEMENT FOR THE PERIOD ENDED 31st MARCH, 2007

Particulars		Ended 31-03-2007 Rs.in Lacs
Α.	CASH FLOW FROM OPERATING ACTIVITIES:	
	Net Profit/ (Loss) before taxation and extraordinary items	10.45 -
	Adjustments for: Depreciation W/o expenses	0.08
	Operating Profit before working capital changes	10.52
	Working Capital Changes Trade and other receivables Trade payables Cash generated from operations Taxation for the year Foreigh Exchange Transalation Loss Cash flow before extraordinary items Extraordinary items Net Cash from Operating Activities	(319.26) 268.28 (40.46) (3.13) (2.62) (46.21)
В.	CASH FLOW FROM INVESTING ACTIVITIES: Purchase of Fixed Assets	(1.58)
	Net Cash used in Investing Activities	(1.58)
C.	CASH FLOW FROM FINANCING ACTIVITIES: Proceeds from Equity Shares Net Proceeds from Long Term Borrowings  Net Cash used in Financing Activities	45.91 86.88 <b>132.79</b>
	Net increase in cash and cash equivalents Cash and Cash equivalents as at 01.04.2006 Cash and Cash equivalents as at 31.03.2007	85.00 - 85.00

AS PER OUR REPORT OF EVEN DATE for P MURALI & CO., CHARTERED ACCOUNTANTS

FOR AND ON BEHALF OF THE BOARD **K SOFT SYSTEMS Inc** 

P.MURALI MOHANA RAO PARTNER VISWANATH KOMPELLA CHAIRMAN ANIL KUMAR PINAPALA DIRECTOR

PLACE: HYDERABAD DATE: 25.08.2007



### NOTES TO FINANCIAL STATEMENTS

### **Business Activity**

The Company is in the business of providing software consultancy / IT Solution providers. K SOFT Systems Inc is a wholly owned subsidiary of Virinchi Technologies Limited. K SOFT Systems Inc was incorporated on 20th November, 1996 to provide software consultancy /IT Solutions services to customers in the United States of America.

### Revenue Recognition:

- (I) Income from Software development is accounted for on the basis of Software developed and billed to clients on acceptance and/or on the basis of man days/man hours as per the terms of contract.
- (II) Revenue from professional services consist primarily of revenue earned from services performed on a 'time and material' basis. The related revenue is recognized as and when the services are performed.
- (III) Revenue from Software development services includes revenue from time and material and fixed price control recognized as related services are performed.
- (IV) Revenue on Fixed price contracts is recognized in accordance with percentage of completion and method of account
- (V) Revenue is not recognized on the grounds of prudence, until realized in respect of liquidated damages, delayed payments as recovery of the amounts are not certain.

### Depreciation

The Company depreciates its Fixed Assets straight-line methods over estimated useful life of the asset.

### **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.

### Goodwill

Goodwill is reviewed annually for impairment of stated value. There were no losses for goodwill impairment recognized during the year ended March 31, 2007.



### Auditors' Report on the Consolidated Financial Statements

The Board of Directors VIRINCHI TECHNOLOGIES LIMITED Hyderabad.

We have examined the attached Consolidated Balance Sheet of Virinchi Technologies Limited and its subsidiary as at March 31, 2007, 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 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 Virinchi Technologies 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 Virinchi Technologies 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 Virinchi Technologies Limited and its subsidiaries as at March 31, 2007; and
- b) The Consolidated Profit & Loss Account gives a true and fair view of the consolidated results of operations of Virinchi Technologies Limited and its subsidiary for the year then ended.

Date: 25.08.2007 For P. Murali & Co

Chartered Accountants

Place: Hyderabad P.Murali Mohana Rao

Partner M.No23412



### CONSOLIDATED BALANCE SHEET AS ON 31st MARCH, 2007

	PARTICULARS	SCHEDULE Nos.	AS AT 2006-07 (Rupees)
I	SOURCES OF FUNDS		
	1. SHAREHOLDERS FUNDS	4	440.040.007
	a) Share Capital b) Share Warrants	1	140,916,697 24,040,000
	c) Reserves & Surplus	2	449,634,144
	2. LOAN FUNDS		
	a) Secured Loans	3	48,289,087
	3. DEFERRED TAX LIABILITY		36,622,311
	TOTAL		699,502,240
II	APPLICATION OF FUNDS		
	1. FIXED ASSETS		
	a) Gross Block	4	516,484,328
	b) Less: Depreciation		132,635,670
	c) Net Block		383,848,658
	2. INVESTMENTS	5	14,000
	3. CURRENT ASSETS, LOANS AND ADVANCES		
	a) Sundry Debtors	6	82,144,467
	b) Cash and Bank Balances	7	60,690,136
	c) Advances and Deposits	8	123,063,032
	Less: Current Liabilities, Provisions and Advances	9	50,734,966
	NET CURRENT ASSETS		215,162,669
	4.GOODWILL		100,476,914
	TOTAL		699,502,240
Notes to Acco	unts	11	

Scheduels 1 to 10, Notes to Accounts and the Cash Flow Statement annexed here to form part of these Accounts.

AS PER OUR REPORT OF EVEN DATE for P MURALI & CO., CHARTERED ACCOUNTANTS

FOR AND ON BEHALF OF THE BOARD for VIRINCHI TECHNOLOGIES LIMITED

P.MURALI MOHANA RAO PARTNER VISWANATH KOMPELLA CHAIRMAN & MANAGING DIRECTOR K.JAGANMOHAN RAO DIRECTOR

PLACE: HYDERABAD DATE: 25.08.2007



### CONSOLIDATED PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31st MARCH, 2007

	PARTICULARS	SCHEDULE NO'S	YEAR ENDED 2006-07 (Rupees)
1	INCOME		
	Income from Operations Interest on FDR		456,686,026 3,323,265
	TOTAL		460,009,291
2	EXPENDITURE		
	Salaries and Other Benefits to Employees Business and Administrative Expenses Interest and Financial Expenses Depreciation	10	109,000,215 215,254,314 3,927,402 42,617,400
	TOTAL		370,799,332
3	PROFIT BEFORE TAX		89,209,960
4	PROVISION FOR TAX Current Tax Fringe Benefit Tax Deferred Tax		1,093,405 135,000 4,535,492
5	PROFIT AFTER TAX		83,446,063
6	PROVISION FOR DIVIDEND		7,068,600
7	PROVISION FOR DIVIDEND TAX		1,201,309
8 9	PROFIT AFTER DIVIDIDEND BALANCE BROUGHT FORWARD		75,176,154
10	BALANCE CARRIED FORWARD TO BALANCE SHEET		75,176,154
11	BASIC EARNINGS PER SHARE (PAT)		5.90
	Notes to Accounts	11	-

Scheduels 1 to 10, Notes to Accounts and the Cash Flow Statement annexed here to form part of these Accounts.

AS PER OUR REPORT OF EVEN DATE for P MURALI & CO., CHARTERED ACCOUNTANTS

FOR AND ON BEHALF OF THE BOARD for VIRINCHI TECHNOLOGIES LIMITED

P.MURALI MOHANA RAO PARTNER

**VISWANATH KOMPELLA** CHAIRMAN & MANAGING DIRECTOR K.JAGANMOHAN RAO DIRECTOR

PLACE: HYDERABAD DATE: 25.08.2007

K. RAVINDRANATH TAGORE

**COMPANY SECRETARY** 



### **Schedules to Consolidated Financial Statements**

PARTICULARS	AS AT 2006-07 (Rupees)	
SCHEDULE 1 SHARE CAPITAL		
AUTHORISED: 18,000,000 Equity Share of Rs.10/- each	180,000,000	
ISSUED, SUBSCRIBED & PAID UP: 1,41,37,200 Equity shares of Rs.10/- each (Previous year 1,39,52,000 Shares of Rs. 10/- each) LESS: Calls in Arrears	141,372,000 455,303	
Share Warrants	24,040,000	
SCHEDULE 2 RESERVES AND SURPLUS		
Balance Upto Previous year Surplus in Profit and Loss Account	156,608,820 <b>75,176,154</b> 231,784,974	
Employee Stock Option Scheme Less:Deferred Employee Compensation	28,174,424 18,196,667 9,977,757	
Securities Premium (Share Premium) Foreigh Exchange Transalation Reserve (Dr.)	208,133,470 (262,057) <b>449,634,144</b>	
SCHEDULE 3 SECURED LOANS		
Overdraft from Canara Bank (Hypothecation of Machinery such as Computers, Furniture and Fixtures, Office Equipment and Airconditioners and personal guarantee of the Director of the Company)	23,172,901	
Vehicle Finance (Secured against Vehicles)	3,658,186	
Canara Bank - Bill Discounting	12,603,732	
Canara Bank Term Loan (Hypothication of Fixed Assets - Land, Building, Computers & Interiors etc. of the proposed campus at Shamirpet and personal guarantee of the Directors)	165,932	
Wachovia Line of Credit	8,688,336	
	48,289,087	



**SCHEDULE 5** INVESTMENTS

Canara Bank Shares (Cost price of 400 Shares @ Rs.35/- per share) (Market Price of share as on 30th March,2007 is

Rs.194.70 per share)

**SCHEDULE 6** SUNDRY DEBTORS

Debtors not exceeding six months

Others

SCHEDULE 7 **CASH AND BANK BALANCES** 

Cash in Hand Cash with Schedule Banks

In Current Accounts In Deposit Accounts

- In Checking Account Wachobia Securities - 8954 Wachobia Securities - 9979

SCHEDULE 8 **ADVANCES AND DEPOSITS** 

**ADVANCES** 

Virinchi Employees Welfare Trust Other Advances

**DEPOSITS** 

Rent Deposits Other Deposits

**SCHEDULE 9** 

**CURRENT LIABILITIES,** ADVANCES AND PROVISIONS

> **Sundry Creditors** Advances & Creditors for Expenses

Advances Others

Outstanding Expenses and Provisions

Provision for Taxation Provision for Dividend Provision for Dividend Tax

**SCHEDULE 10 BUSINESS AND ADMINISTRATIVE EXPENSES** 

Postage, Telephone and Telegrams Repairs and Other Maint. Charges Rent, Rates and Taxes **Auditors Remuneration** 

**Directors Remuneration** Printing and Stationery Travelling and Conveyance

Marketing and Business Expenses Other Administrative Expenses

14,000

14,000

82,144,467

82,144,467

160,685

8 436 219 43,593,368

163,177 8,336,685

60,690,135

33,851,565 18.960.000 68,386,438

820,328 1,044,701

123,063,032

32.150.347 1,667,385

3,360,704 4,058,217 1,228,405 7,068,600 1,201,309

50,734,966

6,510,045 3,604,559 1,679,700 112,750 4,300,000

746,866 11.462.596 107,047,855 16.834.687

152,299,057



### CASH FLOW STATEMENT FOR THE YEAR ENDED 31st MARCH, 2007

Ended 31-03-2007 Rs.in Lacs

		Its.iii Lacs	
A. CASH FLOW FROM	M OPERATING ACTIVITIES:		
Net Profit/ (Loss) be extraordinary items	efore taxation and	892.10	
extraordinary items			
Adjustments for:			
Depreciation		1326.36	
W/o expenses		-	
Interest expenses		39.27	
Operating Profit bef	ore working capital changes	2257.73	
Working Capital C	hanges_		
Trade and other rec	eivables	-2052.07	
Trade payables		507.35	
Cash generated from	om operations	713.00	
Interest paid		-39.27	
Taxation for the yea		-12.28	
Dividend for the year		-70.69	
Dividend Tax for the		-12.01	
Deferred Employee		320.87	
	extraordinary items	899.62	
Extraordinary items Net Cash from Ope	rating Activities	899.62	
Net Cash nom Ope	erating Activities	099.02	
B. CASH FLOW FROM	M INVESTING ACTIVITIES:		
Purchase of Fixed A	Assets	-6169.61	
Investment		-0.14	
Public Issue Expens	ses		
Net Cash used in I	nvesting Activities	-6169.75	
C. CASH FLOW FROM	M FINANCING ACTIVITIES:		
Proceeds from Equi	ty Shares	3072.41	
Issue of Share Warr	rants	240.40	
Share Premium		2081.33	
Net Proceeds from	Long Term Borrowings	482.89	
Net Cash used in F	Financing Activities	5877.04	
Net increase in cast	n and cash equivalents	606.90	
	runa cash equivalents iivalents as at 01.04.2006	0.00	
•	ivalents as at 31.03.2007	606.90	

AS PER OUR REPORT OF EVEN DATE for P MURALI & CO., CHARTERED ACCOUNTANTS

FOR AND ON BEHALF OF THE BOARD for VIRINCHI TECHNOLOGIES LIMITED

P.MURALI MOHANA RAO PARTNER VISWANATH KOMPELLA CHAIRMAN & MANAGING DIRECTOR K.JAGANMOHAN RAO DIRECTOR

PLACE: HYDERABAD DATE: 25.08.2007



### **Schedule 4 Fixed Assets**

PARITCULARS	GROSS BLOCK AS ON 01-04-2006		GROSS BLOCK AS ON 31-03-2007	ADDITIONS GROSS BLOCK DEPRECIATION DEPRECIATION DURING THE AS ON UPTO DURING YEAR 31-03-2007 31-03-2006 THE YEAR	DEPRECIATION DURING THE YEAR	TOTAL DEPRECIATION 31-03-2007	NET BLOCK AS AT 31-03-2007	NET BLOCK AS AT 31-03-2006
Computer Hardware	104,980,090	3,507,486	108,487,576	48,910,581	9,483,241	58,393,822	50,093,754	56,069,509
Computer Software	94,368,697	5,634,768	100,003,465	28,629,325	11,107,851	39,737,176	60,266,289	65,739,372
Fumiture and Fixtures	9,537,094	513,495	10,050,589	2,891,282	441,787	3,333,069	6,717,520	6,645,812
Interior Decoration	17,489,221	14,180,396	31,669,617	4,310,727	1,169,884	5,480,611	26,189,006	13,178,494
Office Equipments	7,325,092	1,035,308	8,360,400	883,139	333,905	1,217,044	7,143,357	6,441,954
Air Conditioners	1,974,703	345,000	2,319,703	423,084	83,158	506,242	1,813,461	1,551,619
Vehicles	5,912,300	5,642,982	11,555,282	3,728,329	372,506	4,100,835	7,454,447	2,183,972
Electrical Equipment	1,176,344	51,750	1,228,094	241,802	44,971	286,773	941,321	934,542
Product Development Expenses	178,225,846	35,000,000	213,225,846		19,572,585	19,572,585	193,653,261	178,225,846
Land & Land Development Charges	16,065,000	13,518,756	29,583,756	•	•	•	29,583,756	16,065,000
	437,054,387	79,429,941	516,484,328	90,018,270	42,609,886		132,628,156 383,856,173	347,036,118



### SIGNIFICANT ACCOUNTING POLICIES AND NOTE TO THE CONSOLIDATED FINANCIAL STATEMENTS

### I. Description of the Business

Virinchi Technologies Ltd has made a strategic investment in the company engaged in the business of software consultancy /IT Solution providers along with the wholly owned subsidiary K SOFT SYSTEMS Inc.

### II. Principles of Consolidation:

The consolidated financial statements have been prepared on the basis of going concern, under the historical cost convention on accrual basis, to comply in all material aspects with the applicable accounting principles in India, the Accounting Standards issued by the Institute of Chartered Accountants of India and the relevant provisions of the Companies Act, 1956.

These financial statements have been prepared in accordance with Accounting Standard 21 issued by the Institute of Chartered Accountants of India.

All inter company transactions, balances and unrealized surpluses and deficits are eliminated.

The exchange rates adopted for converting 1 USD into Indian rupees of the foreign subsidiaries with respect to:

	March 31, 2007
Balance Sheet items	43.44
Revenue items	44.26

### III. Revenue Recognition:

- (i) Income from Software development is accounted for on the basis of Software developed and billed to clients on acceptance and/or on the basis of man days/man hours as per the terms of contract.
- (ii) Revenue from professional services consist primarily of revenue earned from services performed on a 'time and material' basis. The related revenue is recognized as and when the services are performed.
- (iii) Revenue from Software development services includes revenue from time and material and fixed price control recognized as related services are performed.
- (iv) Revenue on Fixed price contracts is recognized in accordance with percentage of completion and method of account
- (v) Revenue is not recognized on the grounds of prudence, until realized in respect of liquidated damages, delayed payments as recovery of the amounts are not certain.

### **Fixed Assets:**

Fixed Assets are stated at cost less accumulated depreciation. Cost of acquisition of fixed assets is inclusive of freight duties, taxes and incidental expenses thereto.

All the fixed assets are assessed for any indication of impairment, at the end of each financial year. On such indication, the impairment loss, being excess of carrying value over the recoverable value of the assets, is charged to Profit and Loss account in the respective financial years. The impairment loss recognized in the prior years is reversed in cases where recoverable value exceeds the carrying value, upon reassessment in the subsequent years.

### Goodwill:

Goodwill represents the difference between the purchase price and the fair value of the assets and liabilities acquired after considering reserves transferred.

The excess of cost to the Parent company of its investment in the subsidiary company is recognized in the consolidated financial statements as goodwill.



### Taxation:

During the year there is no tax liability to the Parent Company pursuant to the Notification issued by the Central Board of Direct Taxes under Section 10B of the Income Tax Act, 1961. In case of subsidiary company current tax is determined on the amount of tax payable in respect of taxable income for the year as per their laws. Deferred tax asset and liability is recognized for future tax consequences attributable to the timing differences that result between profit offered for Income tax and the profit as per the financial statements. Deferred tax asset & liability are measured as per the tax rates/laws that have been enacted or substantively enacted by the Balance Sheet date. Deferred tax assets are not recognized unless there is a virtual certainty that there will be sufficient future taxable income to realize such assets.

### Earning per Share:

The earning considered in ascertaining the companies earning per share comprise net profit after tax. The number of shares used in computing basic earning per share is the weighed average number of shares outstanding during the year.

### Gratuity

The Company has made provision for the gratuity to its employees.

### **Foreign Currency Transaction:**

**K SOFT SYSTEMS Inc** is in the nature of non-integral operations in terms of Accounting Standard 11, "The Effect of change in foreign currency rates", issued by the Institute of Chartered Accountants of India. All monetary and non-monetary assets and liabilities are translated at the rate prevailing on the balance sheet date. All revenue and expenditure transactions during the year are reported at average rate. The resultant transaction adjustment is reflected as a separate component of shareholders' funds as a "Foreign Currency Translation Reserve".



Dear Shareholder,

### Re: Payment of Dividend through Electronic Clearing Services (ECS)

In case you have not already sent the ECS particulars to the registrar or to your Depository Participant (in case of demat holdings), we would request you to provide the particulars in the format given below to facilitate prompt and safe payment of future dividend. If you maintain more than one bank account, payment can be received at any one of your existing accounts.

Please ensure that the details submitted are correct, as any error therein could result in the dividend amount being credited to wrong account.

Kindly help us in our endeavor to serve you better.

Yours faithfully

For VIRINCHI TECHNOLOGIES LIMITED

Bank's name, branch and 9 digit MICR Code)

Chairman & Managing Director

Note: In case you are holding shares in demat form, please also advise your Depository Participant to take note of your ECS mandate.

TORWITOR ELECTROPIC CLEARING D	ERVICE (ECS) TORTATIVE INTO DIVIDEND
Please fill-in information in <b>CAPITAL LETTERS</b>	in English Only.
For Shares held in physical Form: Folio No	o:
For Shares held in Demat Form :	DPID : Client ID:
Name of First / Sole Share holder	
Bank Name:	
Branch Address:	
Branch Code	
(9 Digit MICR Code Number appea	ring on the Cheque supplied by the Bank)
Account	
Please (_/) Savings 0	Current Cash Credit
A/c.No. (As appearing	Janon Cash Great
In the Cheque Book)	
delayed or not effected at all for reasons of inc	above are correct and complete. If any transaction is ompleteness or incorrectness of information supplied le. I/We agree to inform the Company any change in
Date:	
Place:	
	(Signature of Shareholder)
(Please attach photocopy of a blank cheque of y	our bank, duly cancelled, for ensuring accuracy of the



### VIRINCHI TECHNOLOGIES LIMITED

Regd. Office: 10, SRK Colony, West Maredpally, Secunderabad 500 026

### **ATTENDANCE SLIP**

I hereby record my presence at the 18th Annual General Meeting of the Company being held on Friday, the 28th day of September, 2007 at 2.00 P.M. at Padmashali Kalyana Mandapam, 2-12-66, Nehru Nagar, West Maredpally, Secunderabad 500 026

Name of the Shareholder:	Name of Proxy:
Signature of Member / Proxy:	Regd. Folio No. / *Client id:
* Applicable for members holding shares in Electronic F	orm.
Note: PLEASE FILL ATTEDANCE SLIP AND HAND IT OVE	ER AT THE ENTRANCE OF THE MEETINGVENUE
VIRINCHI TECHNOL Regd. Office: 10, SRK Colony, West M	
PROXY FORM	
Regd. Folio No/ Client ID	No. of Shares held
I/We	
in the distric	t of
being a member(s) of the above named company herel	by appoint of
in the district of himOfOf	as my/our proxy to vote for me/us on my/our
Signed this day of2007	Affix Re.1/- Revenue Stamp
Signature	

**Note:** The proxy form duly completed should be deposited at the Registered Office of the Company not less than Forty Eight Hours before the time fixed for holding the meeting.

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### BOOK POST PRINTED MATTER

if undelivered, please return to:

Virinchi Technologies Limited Plot # 10, SRK Colony, West Maredpally Secunderabad - 500 026