



# ANNUAL REPORT 2009-2010

Collaborate to Win



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# **TECH MAHINDRA LIMITED**

## **SUBSIDIARY COMPANIES**

<b>Tech Mahindra (Americas) Inc.</b>	<b>3-12</b>
<b>Tech Mahindra GmbH</b>	<b>13-20</b>
<b>Tech Mahindra (Singapore) Pte. Limited</b>	<b>21-35</b>
<b>Tech Mahindra (Thailand) Limited</b>	<b>36-43</b>
<b>PT Tech Mahindra Indonesia</b>	<b>44-58</b>
<b>CanvasM Technologies Limited</b>	<b>59-76</b>
<b>CanvasM (Americas) Inc.</b>	<b>77-87</b>
<b>Tech Mahindra (Malaysia) Sdn. Bhd.</b>	<b>88-97</b>
<b>Tech Mahindra (Beijing) IT Services Limited</b>	<b>98-108</b>
<b>Venturbay Consultants Private Limited</b>	<b>109-121</b>
<b>Mahindra Logisoft Business Solutions Limited</b>	<b>122-135</b>
<b>Tech Mahindra (Bahrain) Ltd. (S.P.C.)</b>	<b>136-146</b>
<b>Tech Mahindra (Nigeria) Limited</b>	<b>147-148</b>
<b>Tech Mahindra Foundation</b>	<b>149-156</b>



## TECH MAHINDRA (AMERICAS) INC.

### **Board Of Directors**

Mr. Vineet Nayyar – Chairman

Mr. Milind Kulkarni

Mr. Ulhas N. Yargop

### **Registered Office**

36, Pittenger Road,  
Freehold, New Jersey, 07728,  
USA

### **Bankers**

HSBC Bank

### **Auditors**

Catrakilis & Company

CPA's P.C.

## Directors' Report to the Shareholders

Your Directors present their Report together with the audited accounts of your Company for the year ended March 31, 2010.

### Financial Results:

For the year ended March 31,	2010 US\$	2010 INR	2009 US\$	2009 INR
Income	91,332,302	4,121,826,789	90,840,001	4,099,609,245
Profit/(Loss) before tax	5,059,024	228,313,752	4,944,989	223,167,353
Profit/(Loss) after tax	3,082,340	139,106,004	3,021,766	136,372,300

### Review of operations:

During the fiscal year, the Company achieved sales of US\$ 91,332,302 (equivalent to INR 4,121,826,789), an increase of 0.54% over the sales for the previous year. The Company continues to invest in strengthening its marketing infrastructure in the US which is identified as a future growth area. The increase in business and the focus on right sizing the US operations while preparing for the next level of growth has helped the Company to earn profits in the last few years. The profit has increased by 1% over the last year.

### Changes in Director:

During the year under review, Mr. Anand G. Mahindra, Mr. Arun Seth and Mr. Clive Goodwin resigned as directors of the Company and Mr. Milind Kulkarni was appointed as director of the Company. Mr. Vineet Nayyar and Mr. Ulhas N. Yargop are the other members of the Board of Directors.

### Outlook for the current year:

The Company believes that the investments made over the last few years in cultivating long term relationships with major telecom companies will result in further increase in business and improvement in profits.

### Acknowledgements:

Your Directors gratefully acknowledge the contributions made by the employees towards the success of the Company. Your Directors also thank the customers, suppliers, bankers, State and Federal Government Authorities and the shareholder/s for the co-operation and assistance received from them.

Vineet Nayyar  
Director

Pune, April 8, 2010

## **INDEPENDENT AUDITORS' REPORT**

### **Tech Mahindra (Americas) Inc.**

#### **a wholly owned subsidiary of Tech Mahindra Limited, an India corporation, Richardson, Texas**

We have audited the accompanying balance sheets of Tech Mahindra (Americas) Inc., a wholly owned subsidiary of Tech Mahindra Limited, an India corporation (the "Company"), as of March 31, 2010 and 2009, and the related statements of income, retained earnings, and cash flows for the years then ended. 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 audits.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes consideration of Internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the organization's internal control over financial reporting. Accordingly, we express no such opinion. 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 audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of

Tech Mahindra (Americas) Inc. as of March 31, 2010 and 2009, and the results of its operations and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

As discussed in Note 5 and 6 to the financial statements, Tech Mahindra (Americas) Inc. has had numerous significant transactions with the parent company and affiliated company.

Our audits were conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The supplemental Schedules of Revenue and Expenses (USD) on page 7 are presented for purposes of additional analysis and are not a required part of the basic financial statements. Such information has been subjected to the auditing procedures applied in the audits of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

Catrakilis & Company CPA's, P.C.

Atlanta, Georgia  
April 8, 2010

## **INDEPENDENT AUDITORS' REPORT ON SUPPLEMENTAL INFORMATION**

### **Tech Mahindra (Americas) Inc.**

#### **a wholly owned subsidiary of Tech Mahindra Limited, an India corporation, Richardson, Texas**

Our report on our audits of the basic financial statements of Tech Mahindra (Americas) Inc., a wholly owned subsidiary of Tech Mahindra Limited, an India corporation, as of March 31, 2010 and 2009, and the related statements of income, retained earnings, and cash flows for the years then ended, appears on page 1. We conducted our audits in accordance with auditing standards generally accepted in the United States of America for the purpose of forming an opinion on the basic financial statements taken as a whole. The information on pages 6-12 is presented for purpose of additional analysis and is not a required part of the basic financial statements. Such information has not been subjected to the auditing procedures applied in the audit of the basic

financial statements, and, accordingly, we express no opinion on it.

Foreign Currency amounts in the supplemental schedules are translated for convenience into Indian Rupees (INR) at the exchange rate of INR 45.13 to 1.00 USD for the both 2010 and 2009.

Catrakilis & Company CPA's, P.C.

Atlanta, Georgia  
April 8, 2010

**Tech Mahindra (Americas) Inc.**  
**a wholly owned subsidiary of Tech Mahindra Limited, an India corporation**  
**Supplemental Balance Sheets**

	March 31,			
	2010		2009	
	USD	INR	USD	INR
<b>ASSETS:</b>				
<b>Current assets:</b>				
Cash (including \$2,200,496 (99,308,384 INR), and \$39,013 (1,760,657 INR) in interest bearing accounts as of March 31, 2010 and 2009, respectively)	2,673,000	120,632,490	1,776,486	80,172,813
Accounts receivable - trade	1,601,646	72,282,284	80,030	3,611,754
Due from parent company (Note 5)	8,728,266	393,906,645	7,264,687	327,855,324
Deferred tax assets (Note 4)	893,800	40,337,194	798,720	36,046,234
Employee advances	1,323,185	59,715,339	877,397	39,596,927
Prepaid expenses and other current assets	352,769	15,920,465	37,687	1,700,814
Total current assets	<u>15,572,666</u>	<u>702,794,417</u>	<u>10,835,007</u>	<u>488,983,866</u>
Property and equipment (less accumulated depreciation of \$131,392 (5,929,721 INR) and \$124,135 (5,602,213 INR) as of March 31, 2010 and 2009, respectively)	14,497	654,250	14,182	640,034
Security deposits	44,523	2,009,323	114,386	5,162,240
Other assets	4,719	212,968	-	-
Total other assets	<u>63,739</u>	<u>2,876,541</u>	<u>128,568</u>	<u>5,802,274</u>
Total Assets	<u><u>15,636,405</u></u>	<u><u>705,670,958</u></u>	<u><u>10,963,575</u></u>	<u><u>494,786,140</u></u>
<b>LIABILITIES AND STOCKHOLDER'S EQUITY</b>				
Liabilities:				
Current liabilities:				
Accrued expenses	5,966,385	269,262,955	4,367,534	197,106,810
Customer advances	41,717	1,882,688	152,271	6,871,990
Income taxes payable	127,615	5,759,265	471,157	21,263,315
Due to affiliated company (Note 6)	494,121	22,299,681	48,386	2,183,660
Total current liabilities	<u>6,629,838</u>	<u>299,204,589</u>	<u>5,039,348</u>	<u>227,425,775</u>
Stockholder's equity				
Common stock - \$1 par value - 500,000 shares authorized 375,000 shares issued and outstanding	375,000	16,923,750	375,000	16,923,750
Retained earnings	8,631,567	389,542,619	5,549,227	250,436,615
Total stockholder's equity	<u>9,006,567</u>	<u>406,466,369</u>	<u>5,924,227</u>	<u>267,360,365</u>
Total Liability and Stockholder's Equity	<u><u>15,636,405</u></u>	<u><u>705,670,958</u></u>	<u><u>10,963,575</u></u>	<u><u>494,786,140</u></u>

See Auditors' Report on Supplemental Information and Notes to Supplemental Financial Statements

**Tech Mahindra (Americas) Inc.**  
**a wholly owned subsidiary of Tech Mahindra Limited, an India corporation,**  
**Supplemental Statements of Income and Retained Earnings**

	Year ended March 31,			
	2010		2009	
	USD	INR (restated)	USD	INR (restated)
REVENUE	91,332,302	4,121,826,789	90,840,001	4,099,609,245
OPERATING EXPENSES:				
Personnel	70,889,209	3,199,230,002	69,583,738	3,140,314,096
General and administrative	15,469,778	698,151,081	16,226,059	732,282,043
Sales and marketing	-	-	19,297	870,874
Depreciation	7,257	327,508	14,921	673,385
Total operating expenses	86,366,244	3,897,708,591	85,844,015	3,874,140,398
Operating income	4,966,058	224,118,198	4,995,986	225,468,847
OTHER INCOME (EXPENSES)				
Other income	78,626	3,548,390	761	34,344
Interest expense	907	40,933	(51,758)	(2,335,838)
Gain on foreign currency conversion	13,433	606,231	-	-
Total other income (expenses)	92,966	4,195,554	(50,997)	(2,301,494)
Income before income tax expense	5,059,024	228,313,752	4,944,989	223,167,353
INCOME TAX EXPENSE (Note 4)	1,976,684	89,207,748	1,923,223	86,795,053
NET INCOME	3,082,340	139,106,004	3,021,766	136,372,300
Retained earnings, beginning of period	5,549,227	250,436,615	2,527,461	114,064,315
Retained earnings, end of period	8,631,567	389,542,619	5,549,227	250,436,615

See Auditors' Report on Supplemental Information and Notes to Supplemental Financial Statements



**Tech Mahindra (Americas) Inc.**  
**a wholly owned subsidiary of Tech Mahindra Limited, an India corporation**  
**Supplemental Statements of Cash Flows**

	Year ended March 31,			
	2010		2009	
	USD	INR	USD	INR
		<b>(restated)</b>		<b>(restated)</b>
<b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>				
Net Income	<b>3,082,340</b>	<b>139,106,004</b>	3,021,766	136,372,300
Adjustments to reconcile net income to cash provided by operating activities:				
Depreciation	<b>7,257</b>	<b>327,508</b>	14,921	673,385
Deferred income tax expense	<b>(95,080)</b>	<b>(4,290,960)</b>	(9,164)	(413,571)
Changes in operating assets and liabilities:				
Accounts receivable - trade	<b>(1,521,616)</b>	<b>(68,670,530)</b>	1,159,529	52,329,544
Due from parent company	<b>(1,463,579)</b>	<b>(66,051,320)</b>	(1,067,515)	(48,176,952)
Due from affiliated companies	-	-	252,650	11,402,095
Employee advances	<b>(445,788)</b>	<b>(20,118,412)</b>	132,391	5,974,806
Prepaid income taxes	-	-	117,430	5,299,616
Prepaid expenses and other current assets	<b>(315,082)</b>	<b>(14,219,651)</b>	(19,263)	(869,339)
Security deposit	<b>69,863</b>	<b>3,152,917</b>	1,391	62,776
Other assets	<b>(4,719)</b>	<b>(212,968)</b>	-	-
Accrued expenses	<b>1,598,851</b>	<b>72,156,145</b>	(83,669)	(3,775,983)
Accounts payable	-	-	(44,799)	(2,021,779)
Customer advances	<b>(110,554)</b>	<b>(4,989,302)</b>	(94,245)	(4,253,277)
Income tax payable	<b>(343,542)</b>	<b>(15,504,050)</b>	471,157	21,263,315
Due to parent company	-	-	(659,447)	(29,760,843)
Due to affiliated companies	<b>445,735</b>	<b>20,116,021</b>	48,386	2,183,660
Net Cash Provided by (Used in) Operating Activities	<b>904,086</b>	<b>40,801,402</b>	3,241,519	146,289,753
<b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>				
Property and equipment purchased	<b>(7,572)</b>	<b>(341,725)</b>	(12,016)	(542,283)
<b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>				
Increase (decrease) in bank overdrafts	-	-	(472,140)	(21,307,678)
Repayment of note payable to parent company	-	-	(2,500,000)	(112,825,000)
Net Cash Used in Financing Activities	-	-	(2,972,140)	(134,132,678)
Net increase (decrease) in cash	<b>896,514</b>	<b>40,459,677</b>	257,363	11,614,792
Cash , beginning of period	<b>1,776,486</b>	<b>80,172,813</b>	1,519,123	68,558,021
Cash, end of period	<b>2,673,000</b>	<b>120,632,490</b>	1,776,486	80,172,813
Supplemental disclosure:				
Cash paid for income taxes	<b>1,944,149</b>	<b>87,739,444</b>	1,323,537	59,731,225
Cash paid for interest (none capitalized)	-	-	52,872	2,386,113

See Auditors' Report on Supplemental Information and Notes to Supplemental Financial Statements

**Tech Mahindra (Americas) Inc.**  
**a wholly owned subsidiary of Tech Mahindra Limited, an India corporation**  
**Supplemental Schedules of Revenue and Expenses (USD & INR)**

	Years ended march 31,			
	2010	2010	2009	2009
	USD	INR	USD	INR
		(restated)	(restated)	
<b>Schedule I</b>				
<b>REVENUE</b>				
Contract revenue	5,854,606	264,218,369	1,094,644	49,401,284
Transfers to parent and affiliated companies	(5,854,606)	(264,218,369)	(1,094,644)	(49,401,284)
	-	-	-	-
Revenue from parent and affiliated companies	91,332,302	4,121,826,789	90,840,001	4,099,609,245
	91,332,302	4,121,826,789	90,840,001	4,099,609,245
<b>Schedule II</b>				
<b>PERSONNEL EXPENSES</b>				
Salaries				
Software engineers	52,652,323	2,376,199,337	54,415,067	2,455,751,974
Administrative	988,183	44,596,699	1,079,949	48,738,098
Sales and marketing	6,414,414	289,482,503	4,856,421	219,170,280
Payroll taxes	4,802,662	216,744,136	4,894,731	220,899,210
Employee benefits	6,031,627	272,207,327	4,337,570	195,754,534
	70,889,209	3,199,230,002	69,583,738	3,140,314,096
<b>Schedule III</b>				
<b>GENERAL AND ADMINISTRATIVE</b>				
Contracted services	10,730,724	484,277,573	11,119,422	501,819,514
Insurance	191,849	8,658,145	556,320	25,106,722
Travel	2,761,622	124,632,001	2,705,376	122,093,619
Entertainment	43,143	1,947,044	84,577	3,816,960
Professional fees	223,778	10,099,101	435,810	19,668,105
Rent	305,315	13,778,866	276,505	12,478,671
Communications	864,381	39,009,515	802,675	36,224,723
Office expenses	119,020	5,371,373	141,381	6,380,525
Sales and other indirect taxes	78,101	3,524,698	-	-
Miscellaneous expenses	151,845	6,852,765	103,993	4,693,204
	15,469,778	698,151,081	16,226,059	732,282,043

See Auditors' Report on Supplemental Information

## Tech Mahindra (Americas) Incorporated a wholly owned subsidiary of Tech Mahindra Limited, an India corporation Notes to Supplemental Financial Statements March 31, 2010 and 2009

### 1 NATURE OF OPERATIONS

Tech Mahindra (Americas) Incorporated (TMA), is a wholly owned subsidiary of Tech Mahindra Limited (TechM), which is incorporated in the country of India. TMA was incorporated in the State of New Jersey in November 1993, and provides computer consulting and programming support services. In terms of an agreement and plan dated May 28, 2008 between TechM, the parent company, and TMA the assets, liabilities and operations of fellow subsidiary, Tech Mahindra (R&D Services), Inc. (TMRD) were merged into TMA effective July 1, 2008. For more details see Note 10 below.

### 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The financial statements of TMA have been prepared on the accrual basis of accounting. Management uses estimates and assumptions in preparing financial statements in accordance with accounting principles generally accepted in the United States of America. Those estimates and assumptions affect the reported amounts of assets and liabilities, the disclosure of contingent liabilities, and the reported revenues and expenses. Actual results could vary from the estimates that were assumed in preparing the financial statements. The significant accounting policies followed are described below:

#### A. CASH AND CASH EQUIVALENTS

Cash and cash equivalents consist of checking and savings accounts. These accounts may, at times, exceed federally insured limits. TMA has not experienced any losses on such accounts and believes it is not exposed to any significant credit risk on cash and cash equivalents.

#### B. ACCOUNTS RECEIVABLE - TRADE

Accounts receivable consists primarily of amounts due from customers for services provided by TMA. As of March 31, 2010 management was of the opinion that a provision for doubtful accounts was not necessary (March 31, 2009: \$0 (0 INR)). Management's estimate of uncollectible accounts is based upon an analysis of past due accounts. Accounts are written off when all methods to collect have been exhausted. In terms of the contract entered into with TechM on April 1, 2007, TechM assumes all business and entrepreneurial risks relating to all customer transactions. In terms of the contract between TechM and TMA, TechM may elect to invoice customers directly. As per the contract, TMA invoices TechM the total costs incurred related to TechM projects plus a percentage (see Note 2D below).

#### C. PROPERTY AND EQUIPMENT

Property and equipment are recorded at cost and depreciated using the straight-line method over an estimated useful life of three years. TMA capitalizes purchases greater than \$500 (22,565 INR) with lesser amounts expensed in the year purchased.

### D. REVENUE AND EXPENSES

Effectively April 1, 2007, TMA entered into a contract with TechM. Under the contract TMA remits to TechM 100% of all contract revenues. However, TechM, has agreed to reimburse TMA all direct project expenses and all indirect costs relating to its projects plus 5.75% of these expenses.

On October 1, 2008, TMA entered into a contract with an affiliated company. CanvasM (Americas), Inc. (CAI), a Delaware corporation. Under the contract TMA provides CAI with software development services and in turn, CAI has agreed to remunerate TMA an amount of 5.75% of its costs. Furthermore, on October 1, 2008, TMA and CAI entered into an agreement whereby the parties agree that TMA will reimburse CAI 100% of all contract revenue billed by TMA to CAI customers for CAI projects.

Expenses are recorded when incurred.

### E. INCOME TAXES

TMA accounts for income taxes using Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) 740, Income Taxes. Under FASB ASC 740, deferred tax assets and liabilities are recognized for the future tax consequences attributable to differences between the financial statement carrying amounts of existing assets and liabilities and their respective tax basis. Deferred tax assets and liabilities are measured using enacted tax rates expected to apply to taxable income in the years in which those temporary differences are expected to be recovered or settled. Under FASB ASC 740 the effect on the deferred tax assets and liabilities of a change in tax rates is recognized in income in the period that includes the enactment date. TMA records valuation allowances against deferred tax assets as deemed necessary.

### F. FOREIGN CURRENCY TRANSACTIONS

Transactions in foreign currencies are recorded at the exchange rates prevailing on the date of transaction. The exchange difference between the rate prevailing on the date of transaction and on the date of settlement is recognized as income or expense, as the case may be.

Assets and liabilities recorded in foreign currencies are translated at the exchange rate on the balance sheet date. These gains and losses are unrealized; and may or may not be realized depending on the fluctuations of the US dollar exchange to the respective foreign currency when the funds are actually exchanged.

### G. RECLASSIFICATIONS

Prior period amounts have been restated to conform with current period presentation.

See Auditors' Report on Supplemental Information

## 3. PROPERTY AND EQUIPMENT

At March 31, 2010 and 2009, property and equipment are summarized as follows:

	Years ended March 31,			
	2010		2009	
	USD	INR	USD	INR
Furniture and equipment - cost	145,889	6,583,971	138,317	6,242,247
Less: accumulated depreciation	(131,392)	(5,929,721)	(124,135)	(5,602,213)
Property and equipment, net	<u>14,497</u>	<u>654,250</u>	<u>14,182</u>	<u>640,034</u>

Depreciation expense for the three months ended March 31, 2010 and 2009 was \$1,853 (83,626 INR) and \$3,709 (167,387 INR), respectively and for the twelve months ended March 31, 2010 and 2009 was \$7,257 (327,508 INR) and \$14,921 (673,385 INR), respectively. The depreciation policies followed by TMA are described in Note 2C.

## 4. INCOME TAXES

TMA accounts for income taxes under the provisions of the FASB ASC 740, Income Taxes, as described in Note 2E above.

Current income tax expense consists of the following:

	Years ended March 31,		Year ended March 31,	
	2010		2009	
	USD	INR	USD	INR
			(restated)	(restated)
Federal	1,766,737	79,732,841	1,634,179	73,750,498
State	305,027	13,765,868	298,208	13,458,127
	<u>2,071,764</u>	<u>93,498,709</u>	<u>1,932,387</u>	<u>87,208,625</u>
Deferred income tax expense (benefit) consists of the following:				
Federal	(136,618)	(6,165,570)	(45,866)	(2,069,933)
State	41,538	1,874,609	36,702	1,656,361
	<u>(95,080)</u>	<u>(4,290,961)</u>	<u>(9,164)</u>	<u>(413,572)</u>
Total current and deferred income tax expenses	<u>1,976,684</u>	<u>89,207,748</u>	<u>1,923,223</u>	<u>86,795,053</u>

Deferred tax asset consists of the following:

Federal	718,420	32,422,295	581,801	26,256,679
State	175,380	7,914,899	216,919	9,789,555
	<u>893,800</u>	<u>40,337,194</u>	<u>798,720</u>	<u>36,046,234</u>

As of March 31, 2010 and 2009, TMA had utilized all available federal net operating losses available to be carried forward from prior years. As of March 31, 2010, the Company had approximately \$629,091 (28,390,877 INR) (March 31, 2009: \$1,513,303 (68,295,365 INR)) of available state NOL which were available to be carried forward through March 31, 2019. TMA expects to be able to utilize the entire deferred tax benefit, therefore, no valuation allowance has been recorded to reduce the asset.

## 5. TRANSACTIONS WITH PARENT COMPANY

TMA has entered into revenue sharing contracts with TechM, its parent company. For details relating to the contracts refer to Note 2D above.

	Years ended March 31,		Year ended March 31,	
	2010		2009	
	USD	INR	USD	INR
Beginning balance, due from parent company	(7,264,687)	(327,855,324)	(5,537,725)	(249,917,529)
Contract revenue - parent company	1,641,831	74,095,833	819,845	36,999,605
Income from parent company	(90,532,959)	(4,085,752,441)	(90,683,695)	(4,092,555,156)
Payments to parent company	(2,366,053)	(106,779,972)	(1,634,843)	(73,780,465)
Collections from parent company	85,634,554	3,864,687,423	85,291,047	3,849,184,952
Advances received from parent company	4,159,048	187,697,836	4,773,806	215,441,865
Assumption of receivable previously owned by affiliate	-	-	(293,122)	(13,228,596)
Ending balance due from parent company	<u>(8,728,266)</u>	<u>(393,906,645)</u>	<u>(7,264,687)</u>	<u>(327,855,324)</u>

Due (to) from parent company consist of:

	March 31,		March 31,	
	2010		2009	
	USD	INR	USD	INR
Amounts due to parent company	(1,279,416)	(57,740,044)	(1,101,969)	(49,731,861)
Amounts due from parent company	10,007,682	451,646,689	8,366,656	377,587,185
	<u>8,728,266</u>	<u>393,906,645</u>	<u>7,264,687</u>	<u>327,855,324</u>

## 6. TRANSACTIONS WITH AFFILIATED COMPANY

TMA has entered into revenue sharing contracts with CAI, an affiliated company. For details relating to the contracts refer to Note 2D above.

	Years ended March 31,			
	2010		2009	
	USD	INR	USD	INR
Beginning balance, due to affiliated company	48,386	2,183,660	-	-
Contract revenue - affiliated company	4,212,775	190,122,536	274,799	12,401,679
Income from affiliated company	(799,343)	(36,074,350)	(156,307)	(7,054,135)
Payments to affiliated company	(3,682,773)	(166,203,545)	(305,953)	(13,807,659)
Collections from affiliated company	739,339	33,366,369	238,147	10,747,574
Advances paid to affiliated company	(24,263)	(1,094,989)	(2,300)	(103,799)
Ending balance due to affiliated company	<u>494,121</u>	<u>22,299,681</u>	<u>48,386</u>	<u>2,183,660</u>

See Auditors' Report on Supplemental Information

TECH MAHINDRA (AMERICAS) INC.

Due to (from)  
parent consists of:

	March 31,		March 31,	
	2010		2009	
	USD	INR	USD	INR
Amounts due to affiliated company	(603,329)	(27,228,238)	(73,327)	(3,309,247)
Amounts due from affiliated company	109,208	4,928,557	24,941	1,125,587
	<u>(494,121)</u>	<u>(22,299,681)</u>	<u>(48,386)</u>	<u>(2,183,660)</u>

7. CONCENTRATION OF RISK

Revenue from the parent and affiliated companies for the three months ended March 31, 2010 and 2009 was \$24,853,028 (1,121,617,154 INR) and \$23,192,200 (1,046,663,986 INR), respectively. Revenue from the parent and affiliated companies for the years ended March 31, 2010 and 2009 was \$91,332,302 (4,121,826,789 INR) and \$90,840,001 (4,099,609,245 INR), respectively, representing 100% of the total operating revenues for both years.

In addition, one customer comprises a significant portion of the company's accounts receivable for the years ended March 31, 2010 and 2009. This revenue is received by TMA and then is transferred to TechM and CAI. It has been treated as agency transactions for financial statement purposes. Accounts receivable concentrations are as follows:

Accounts Receivable Concentration:

	Years ended March 31, 2010		
	USD	INR	Concentration
Firebrand Wireless, LLC	379,226	17,114,469	24%
Years ended March 31, 2009			
	USD	INR	Concentration
	-	-	0%

8. EMPLOYEE BENEFITS

TMA's medical benefits are provided under a partially self-insured plan and a contract with an insurance company for major stop-loss coverage. Under the insurance contract, TMA is liable for all expenses under an

aggregate annual maximum based on the number of persons covered. Management has included in accrued expenses claims payable and an estimate of incurred but not paid claims as of the year end.

Employees of TMA may be allotted/granted shares in TechM in terms of several Employee Stock Option plans. The allotment of options to eligible employees is decided by the Compensation Committee which is comprised of certain directors of TechM. However, it is the opinion of management that the options granted to the employees relate to the services rendered to the parent company and therefore need not be accounted for by TMA under FASB ASC 718, Compensation - Stock Compensation.

9. COMMITMENTS

TMA leases office space under operating leases. Rent expenses under these operating leases were \$305,315 (13,778,865 INR) and \$276,505 (12,478,671 INR) for the years ended March 31, 2010 and 2009, and \$78,477 (3,541,667 INR) and \$73,801 (3,330,639 INR) for the three months ended March 31, 2010 and 2009, respectively. Future minimum lease payments under operating leases are as follows:

Years ending March 31,	USD	INR
2011	145,164	6,551,251
2012	38,002	1,715,030
2013	38,002	1,715,030
2014	9,500	428,735
	<u>230,668</u>	<u>10,410,046</u>

10. TRANSACTIONS BETWEEN ENTITIES UNDER COMMON CONTROL

In terms of a May 28, 2008 agreement between TechM, the parent company, and TMA, effective July 1, 2008, the assets, liabilities and operations of Tech Mahindra (R&D Services), Inc. (TMRD) were merged into TMA. TMRD performed marketing, managerial and administrative functions required to service certain TechM customers based in the United States of America. In accordance with FASB ASC 805 Business Combinations, net assets of TMRD were recognized at the carrying amounts in the accounts of TMA at July 1, 2008.

11. NEW ACCOUNTING PRONOUNCEMENTS

On July 1, 2009, the Company adopted new guidance that established the Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) as the single source of authoritative GAAP. The ASC establishes a common referencing system for accounting standards and is generally organized by subject matter. Use of ASC has no impact on the Company's financial condition or results of operations.

See Auditors' Report on Supplemental Information

# TECH MAHINDRA GmbH, DÜSSELDORF

## **Supervisory Board**

Mr. Vineet Nayyar - Chairman

Mr. Ulhas N. Yargop, Member

## **Managing Directors**

Mr. Sonjoy Anand

Mr. Vivek Agarwal

## **Registered Office**

Prinzenallee 7, 40549

Düsseldorf,

Germany

## **Bankers**

HSBC Bank

## **Auditors**

Deloitte and Touche, GmbH

Düsseldorf, Germany

## MANAGING DIRECTORS' REPORT TO THE SHAREHOLDERS

Your Managing Directors present their report together with the audited accounts for the year ended March 31, 2010.

### Financial Results

For the year ended March 31	2010 EUR	2010 INR	2009 EUR	2009 INR
Income	14,049,518	849,574,375	11,481,025	694,257,595
Profit/(Loss) before tax	756,259	45,730,993	554,638	33,538,947
Profit/(Loss) after tax	756,299	45,733,417	552,493	33,409,259

The income for the year has increased by 2,568,493 Euros (equivalent to INR 155,316,780) an increase of 22% as against previous year. The profits improved by 203,806 Euros (equivalent to INR 12,324,158), an increase of 37% over the previous year. The Company continued its investment in sales & marketing in Europe and focused on optimizing costs.

### Share Capital

The Company's share capital is Euro 575,000 (INR 34,770,250). The capital is fully paid up.

### Management

The Chairman of the Supervisory Board is Mr. Vineet Nayyar. Mr. Ulhas N. Yargop is other member of the Board. Mr. Clive Goodwin resigned as a member of Supervisory Board of the Company during the year under review. Mr. Vivek Agarwal was appointed as Managing Director in place of Mr. Vikram Nair. Mr. Sonjoy Anand is the other Managing Director of the Company.

### Acknowledgements

Your Managing Directors gratefully acknowledge the contributions made by the employees towards the success of the Company. Your Managing Directors also thank the customers, suppliers, bankers, State and Federal Government Authorities and the shareholder/s for the co-operation and assistance received from them.

Sonjoy Anand  
Managing Director

Düsseldorf, April 8, 2010

## **Translation of Auditors' Opinion:**

### **Independent Auditors' Report**

We have audited the annual financial statements - comprising the balance sheet, the income statement and the notes to the financial statements - together with the bookkeeping system, and the management report of TECH MAHINDRA GmbH, Düsseldorf/Germany, for the business year from 1 April 2009 to 31 March 2010. The maintenance of the books and records and the preparation of the annual financial statements and management report in accordance with German commercial law are the responsibility of the Company's management. Our responsibility is to express an opinion on the annual financial statements, together with the bookkeeping system, and on the management report based on our audit.

We conducted our audit of the annual financial statements in accordance with § 317 HGB ("German Commercial Code") and German generally accepted standards for the audit of financial statements promulgated by the Institut der Wirtschaftsprüfer. Those standards require that we plan and perform the audit such that misstatements materially affecting the presentation of the net assets, financial position and results of operations in the annual financial statements in accordance with German principles of proper accounting and in the management report are detected with reasonable assurance. Knowledge of the business activities and the economic and legal environment of the Company and expectations as to possible misstatements are taken into account in the determination of audit procedures. The effectiveness of the accounting-related internal control system and the evidence supporting the disclosures in the books and records, the annual financial statements and the management report are examined primarily on a test basis within the framework of the audit. The audit includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall presentation of the annual financial statements and management report. We believe that our audit provides a reasonable basis for our opinion.

Our audit has not led to any reservations.

In our opinion, based on the findings of our audit, the annual financial statements of TECH MAHINDRA GmbH, Düsseldorf/Germany, comply with the legal requirements and give a true and fair view of the net assets, financial position and results of operations of the Company in accordance with German principles of proper accounting. The management report is consistent with the annual financial statements and as a whole provides a suitable view of the Company's position and suitably presents the opportunities and risks of future development.

Düsseldorf, May 20, 2010

### **Deloitte & Touche GmbH**

Wirtschaftsprüfungsgesellschaft

Signed: **Thiede**

Wirtschaftsprüfer

[German Public Auditor]

Signed: **Herrel**

Wirtschaftsprüfer

[German Public Auditor]



TECH MAHINDRA GmbH, Düsseldorf/Germany

**Memo**

**Date:** 04/19/2010

**To:** TECH MAHINDRA GmbH, Düsseldorf

**Cc:**

**From:** Paul-Herbert Thiede

**Subject:** Converting of Financial Statements of TECH MAHINDRA GmbH, Düsseldorf

Dear Sirs,

Please find attached the Balance Sheet and Profit and Loss Account of TECH MAHINDRA GmbH, Düsseldorf, signed for identification purposes only.

Foreign Currency amounts (including prior year amounts) are translated for convenience into Indian Rupees (INR) at the exchange rate of Rs. 60.47 = 1 EUR which is the average of the telegraphic transfer buying and selling rates quoted by Mumbai branch of State Bank of India on 31<sup>st</sup> March, 2010.

Kind regards,

Deloitte & Touche GmbH  
Wirtschaftsprüfungsgesellschaft

Paul-Herbert Thiede  
Wirtschaftsprüfer

Enc.

**BALANCE SHEET AS AT 31 MARCH 2010**

<b>ASSETS</b>	<b>31 March 2010 EUR</b>	<b>31 March 2010 INR</b>	<b>Prior year EUR</b>	<b>Prior year INR</b>
<b>A. Fixed Assets</b>				
<b>I. Intangible assets</b>				
Software	1.00	60.47	298.11	18,026.71
<b>II. Tangible Assets</b>				
Other equipment, factory and office equipment	3,555.75	215,016.20	6,291.76	380,462.73
	<b>3,556.75</b>	<b>215,076.67</b>	6,589.87	398,489.44
<b>B. I. Current Assets</b>				
<b>Receivables and other assets</b>				
1 Trade receivables	20,206.20	1,221,868.91	474,352.20	28,684,077.53
2 Receivables from affiliated companies	3,540,448.32	214,090,909.91	2,410,334.25	145,752,912.10
3 Other assets	200,530.96	12,126,107.16	127,655.12	7,719,305.11
	<b>3,761,185.48</b>	<b>227,438,885.98</b>	3,012,341.57	182,156,294.74
<b>II. Cash-in-hand, bank balances</b>	961,130.36	58,119,552.87	771,488.44	46,651,905.97
	<b>4,722,315.84</b>	<b>285,558,438.85</b>	3,783,830.01	228,808,200.71
<b>C. Prepaid expenses</b>	10,133.18	612,753.39	10,205.13	617,104.21
	<b>4,736,005.77</b>	<b>286,386,268.91</b>	3,800,625.01	229,823,794.36
<b>EQUITY &amp; LIABILITIES</b>				
<b>A. Equity</b>				
<b>I. Subscribed capital</b>	575,000.00	34,770,250.00	575,000.00	34,770,250.00
<b>II. Capital reserve</b>	6,625,000.00	400,613,750.00	6,625,000.00	400,613,750.00
<b>III. Net retained losses</b>	(4,714,051.08)	(285,058,668.81)	(5,266,544.20)	(318,467,927.77)
<b>IV. Net income for the year</b>	756,299.28	45,733,417.46	552,493.12	33,409,258.97
	<b>3,242,248.20</b>	<b>196,058,748.65</b>	2,485,948.92	150,325,331.20
<b>B. Accruals</b>				
Other accruals	970,014.31	58,656,765.33	446,120.75	26,976,921.75
<b>C. Liabilities</b>				
1 Bank payables	79.40	4,801.32		
2 Trade payables	326,399.81	19,737,396.51	109,093.84	6,596,904.50
3 Payables to affiliated companies	25,470.00	1,540,170.90	574,803.04	34,758,339.83
4 Other liabilities	171,794.05	10,388,386.20	184,658.46	11,166,297.08
Of which taxes:				
(EUR 101,766.80(Prior year: 148,961.53)				
Of which relating to social security and similar obligations:				
EUR 3,185.44(Prior year: 1,395.77)				
	<b>523,743.26</b>	<b>31,670,754.93</b>	868,555.34	52,521,541.41
	<b>4,736,005.77</b>	<b>286,386,268.91</b>	3,800,625.01	229,823,794.36

**Note:** Foreign Currency amounts are translated for convenience into Indian Rupees at the exchange rate of Rs 60.47 = FC 1 which is the average of the telegraphic transfer buying and selling rates quoted by the Mumbai branch of State Bank of India on 31st March 2010

current year	<b>60.47</b>
previous year	60.47

**PROFIT AND LOSS ACCOUNT FOR THE PERIOD FROM APRIL 1, 2009 TO MARCH 31, 2010**

	2009/2010 EUR	2009/2010 INR	Prior year EUR	Prior year INR
1. Sales	14,049,518.36	849,574,375.23	11,481,025.22	694,257,595.05
2. Other operating income	247,303.03	14,954,414.22	277,961.04	16,808,304.09
3. Cost of services	(2,951,916.52)	(178,502,391.96)	(4,276,632.91)	(258,607,992.07)
4. Personnel expenses				
a) Wages and Salaries	(8,156,116.35)	(493,200,355.68)	(5,320,258.15)	(321,716,010.33)
b) Social security	(1,361,776.74)	(82,346,639.47)	(819,532.67)	(49,557,140.55)
5. Depreciation on intangible, fixed assets and tangible assets	(3,033.12)	(183,412.77)	(4,031.17)	(243,764.85)
6. Other operating expenses	(1,069,616.75)	(64,679,724.87)	(812,876.97)	(49,154,670.38)
7. Other interest and similar income	1,897.28	114,728.52	28,983.40	1,752,626.20
8. Result from Ordinary Activities	756,259.19	45,730,993.22	554,637.79	33,538,947.16
9. Other Taxes	40.09	2,424.24	(2,144.67)	(129,688.19)
10. Net Income for the year	<u>756,299.28</u>	<u>45,733,417.46</u>	<u>552,493.12</u>	<u>33,409,258.97</u>

**Note:** Foreign Currency amounts are translated for convenience into Indian Rupees at the exchange rate of Rs 60.47 = FC 1 which is the average of the telegraphic transfer buying and selling rates quoted by the Mumbai branch of State Bank of India on 31st March 2010

**MOVEMENTS IN FIXED ASSETS IN THE BUSINESS YEAR 2009/2010**

	Acquisition/Production Cost				Accumulated Depreciation				Net Book Values	
	Balance as at April 1, 2009	Additions	Disposals	Balance as at March 31, 2010	Balance as at April 1, 2009	Additions	Disposals	Balance as at March 31, 2010	Balance as at March 31, 2010	Prior Year
	EUR	EUR	EUR	EUR	EUR	EUR	EUR	EUR	EUR	EUR
<b>I. Intangible assets</b>										
Software	10,842.01	-	-	10,842.01	10,543.90	297.11	-	10,841.01	1.00	298.11
<b>II. Tangible assets</b>										
Other equipment, factory and office equipment	22,616.45	-	-	22,616.45	16,324.69	2,736.01	-	19,060.70	3,555.75	6,291.76
	33,458.46	-	-	33,458.46	26,868.59	3,033.12	-	29,901.71	3,556.75	6,589.87

	Acquisition/Production Cost				Accumulated Depreciation				Net Book Values	
	Balance as at April 1, 2009	Additions	Disposals	Balance as at March 31, 2010	Balance as at April 1, 2009	Additions	Disposals	Balance as at March 31, 2010	Balance as at March 31, 2010	Prior Year
	INR	INR	INR	INR	INR	INR	INR	INR	INR	INR
<b>I. Intangible assets</b>										
Software	655,616.34	-	-	655,616.34	637,589.63	17,966.24	-	655,555.87	60.47	18,026.71
<b>II. Tangible assets</b>										
Other equipment, factory and office equipment	1,367,616.73	-	-	1,367,616.73	987,154.00	165,446.52	-	1,152,600.53	215,016.20	380,462.73
	2,023,233.07	-	-	2,023,233.07	1,624,743.63	183,412.76	-	1,808,156.40	215,076.67	398,489.44

**Note:** Foreign Currency amounts are translated for convenience into Indian Rupees at the exchange rate of Rs 60.47 = FC 1 which is the average of the telegraphic transfer buying and selling rates quoted by the Mumbai branch of State Bank of India on 31st March 2010

## Notes to the Financial Statements 2009/2010

### A. General Information

The annual financial statements as at 31 March 2010 have been prepared according to the regulations under the German Commercial Code (HGB) and the German Law on Limited Liability Companies (GmbHG). In some cases, the Company has taken advantage of the exemption rules, when preparing the annual financial statements.

The Company is a medium-sized firm (prior year: medium-sized firm) organised in a corporate form as defined under § 267 (2) German Commercial Code (HGB).

### B. Accounting and Valuation Rules

Intangible fixed assets have been recognised at acquisition cost less amortisation performed according to the straight-line method.

Tangible fixed assets are valued at acquisition cost and depreciated on a straight-line basis over their expected useful life. Operating and office equipment is depreciated over a useful life of three to ten years. According to the provisions defined in § 6 (2a) German Income Tax Law (EStG), low-value items are collected in a compound item, which is depreciated over five years. Tangible fixed assets with acquisition cost below EUR 150.00 are directly recognised as an expense.

Receivables and other assets as well as liquid funds are valued at their nominal values. Appropriate specific allowances have been made in order to cover all risks identifiable as at the balance sheet date.

The provisions are set up according to sound business judgement and cover the amounts of anticipated liabilities.

The liabilities have been recognised at the amounts at which they will be repaid.

The liabilities denominated in foreign currency are translated at the rates in effect at the date of transaction or at the rates in effect at the balance sheet date where these are higher.

### C. Notes to the Balance Sheet

#### Receivables and Other Assets

As in the prior year, all receivables and other assets are due within one year.

As in the prior year, the receivables from affiliated companies result from services. They solely relate to the shareholder.

#### Provisions

The other provisions include commitments from vacation not taken (EUR 471 thousand, prior year: EUR 210

thousand), bonus provisions (EUR 158 thousand, prior year: EUR 72 thousand), fees for the preparation and audit of annual financial statements (EUR 21 thousand, prior year: EUR 17 thousand) and sundry (EUR 320 thousand, prior year: EUR 147 thousand).

#### Liabilities

As in the prior year, all liabilities have to be repaid within one year.

As in the prior year, the liabilities to affiliated companies result from other services and solely relate to the shareholder.

### D. Notes to the Income Statement

#### Other Operating Income

Analysis:

	<b>2009/2010</b>	Prior year
	<b>EUR'000</b>	EUR'000
Benefits in kind	<b>158</b>	177
Release of provisions	<b>20</b>	66
Other	<b>69</b>	35
	<b>247</b>	278

The item includes income realised in previous periods of EUR 89 thousand (prior year: EUR 101 thousand).

#### Other Operating Expenses

Analysis:

	<b>2009/2010</b>	Prior year	Variance
	<b>EUR'000</b>	EUR'000	EUR'000
Legal consulting, bookkeeping	<b>381</b>	239	142
Travel expenses, vehicle maintenance cost, entertainment	<b>380</b>	335	45
Rent, office services	<b>86</b>	62	24
Telephone, fax	<b>85</b>	91	-6
Other	<b>138</b>	86	52
	<b>1,070</b>	813	257

As in the prior year, the item does not include substantial expenses incurred in previous periods.

### E. Other Required Disclosures

#### Members of Management

The management activities are performed by:

Mr. Sonjoy Anand, Pune/India, Managing Director responsible for financial activities

Mr. Vikram Nair, Slough/UK (Until 20 November 2009)

Mr. Vivek Agarwal, London/UK (since 20 November 2009), Managing Director responsible for the operating activities

The managing directors did not receive any emoluments from the Company.

#### **Supervisory Board**

The Company appointed a Supervisory Board, which counts three members:

Ulhas Yargop, Mumbai/India, member of the Board of Directors Tech Mahindra Ltd

Clive Goodwin, Middlesex/Great Britain, member of the Board of Directors Tech Mahindra Ltd

Vineet Nayyar, New Delhi/India, Chairman, Vice Chairman and Managing Director Tech Mahindra Ltd

The members of the Supervisory Board did not receive any emoluments from the Company.

#### **Employees**

The average number of employees in the financial year was 150 (prior year: 97).

#### **Other Financial Commitments**

The other financial commitments result from tenancy agreements of EUR 31 thousand, which are all due within one year.

#### **Group Affiliation**

TECH MAHINDRA Limited, Pune/India, is the sole shareholder of TECH MAHINDRA GmbH.

The annual financial statements of the Company are included in the consolidated financial statements of TECH MAHINDRA Ltd., Mumbai/ India, which prepares the consolidated financial statements for both the smallest and largest group of consolidated entities. The consolidated financial statements are available at the registered office of the company.

Düsseldorf, April 19, 2010

**Sonjoy Anand**  
Managing Director

**Vivek Agarwal**  
Managing Director

## **TECH MAHINDRA (SINGAPORE) PTE. LIMITED**

### **Board of Directors**

Mr. C. K. Krishnadas

Mr. Jagdish Mitra

Mr. Lim Tiong Beng

Mr. Sonjoy Anand

### **Registered Office**

No. 1, Changi Business

Park Avenue 1 # 04-02

Ultro Building

Singapore 486058

### **Bankers**

HSBC Bank

### **Auditors**

Deloitte and Touche LLP, Singapore

Chartered Public Accountants, Singapore

## REPORT OF THE DIRECTORS

The directors present their report together with the audited financial statements of the Company for the financial year ended March 31, 2010.

### 1 DIRECTORS

The directors of the Company in office at the date of this report are:

Lim Tiong Beng

Sonjoy Anand

Krishnadas Chillara

Jagdish Mitra (Appointed on October 7, 2009)

### 2 ARRANGEMENTS TO ENABLE DIRECTORS TO ACQUIRE BENEFITS BY MEANS OF THE ACQUISITION OF SHARES AND DEBENTURES

Neither at the end of the financial year nor at any time during the financial year did there subsist any arrangement whose object is to enable the directors of the Company to acquire benefits by means of the acquisition of shares or debentures in the Company or any other body corporate, except for the options mentioned in paragraph 3 of the Report of the Directors.

### 3 DIRECTORS' INTERESTS IN SHARES AND DEBENTURES

The directors of the Company holding office at the end of the financial year had no interests in the share capital of the Company and related corporations as recorded in the register of directors' shareholdings kept by the Company under Section 164 of the Singapore Companies Act, except as follows:

Name of director and company in which interests are held	Shareholding registered in the name of director	
	At beginning of year or date of appointment if later	At end of year
Tech Mahindra Limited - Immediate holding company	Ordinary shares of Indian Rupees 10 each	
Sonjoy Anand	710	20
Jagdish Mitra	13,479	13,139
Mahindra & Mahindra Limited - Ultimate holding company	Ordinary shares of Indian Rupees 10 each	
Krishnadas Chillara	2,671	3,966

### Options registered in the name of director

Name of director and company in which interests are held	At beginning of year or date of appointment, if later	At end of year
Tech Mahindra Limited - Immediate holding company	Units of Indian Rupees 10 each	
Sonjoy Anand	6,750	4,950
Jagdish Mitra	18,060	15,750

### 4 DIRECTORS' RECEIPT AND ENTITLEMENT TO CONTRACTUAL BENEFITS

Since the beginning of the financial year, no director has received or become entitled to receive a benefit which is required to be disclosed under Section 201(8) of the Singapore Companies Act, by reason of a contract made by the Company or a related corporation with the director or with a firm of which he is a member, or with a company in which he has a substantial financial interest, except for salaries, bonuses, other benefit as disclosed in the financial statements. Certain directors received remuneration from related corporations in their capacities as directors and/or executives of those related corporations.

### 5 SHARE OPTIONS

#### (a) Options to take up unissued shares

During the financial year, no option to take up unissued shares of the Company was granted.

#### (b) Option exercised

During the financial year, there were no shares of the Company issued by virtue of the exercise of an option to take up unissued shares.

#### (c) Unissued shares under options

At the end of the financial year, there were no unissued shares of the Company under option.

### 6 AUDITORS

The auditors, Deloitte & Touche LLP, have expressed their willingness to accept re-appointment.

ON BEHALF OF THE DIRECTORS

Lim Tiong Beng

Jagdish Mitra

April 22, 2010

## Statement of Directors

In the opinion of the directors, the financial statements of the Company as set out on pages 7 to 27 are drawn up so as to give a true and fair view of the state of affairs of the Company as at March 31, 2010 and of the results, changes in equity and cash flows of the Company for the financial year then ended and at the date of this statement, there are reasonable grounds to believe that the Company will be able to pay its debts when they fall due.

**On behalf of Directors**

**Lim Tiong Beng**

**Jagdish Mitra**

*April 22, 2010*

## Independent Auditors' Report to the Member of Tech Mahindra (Singapore) Pte. Limited

We have audited the accompanying financial statements of Tech Mahindra (Singapore) Pte. Limited (the "Company") which comprise the statement of financial position as at March 31, 2010, the statement of comprehensive income, statement of changes in equity and statement of cash flows for the year then ended, and a summary of significant accounting policies and other explanatory notes, as set out on pages 28 to 32.

### Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with the provisions of the Singapore Companies Act, Cap. 50 (the "Act") and Singapore Financial Reporting Standards. This responsibility includes: devising and maintaining a system of internal accounting controls sufficient to provide a reasonable assurance that assets are safeguarded against loss from unauthorised use or disposition; and transactions are properly authorised and that they are recorded as necessary to permit the preparation of true and fair profit and loss account and balance sheet and to maintain accountability of assets; selecting and applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances.

### Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Singapore Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material

misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### Opinion

In our opinion,

- (a) the accompanying financial statements of the Company are properly drawn up in accordance with the provisions of the Act and Singapore Financial Reporting Standards so as to give a true and fair view of the state of affairs of the Company as at March 31, 2010 and of the results, changes in equity and cash flows of the Company for the year ended on that date; and
- (b) the accounting and other records required by the Act to be kept by the Company have been properly kept in accordance with the provisions of the Act.

Deloitte & Touche LLP  
Public Accountants and  
Certified Public Accountants

Singapore  
April 22, 2010



## Statement of Financial Position March 31, 2010

	Note	2010 SGD	2009 SGD
<b>ASSETS</b>			
<b>Current assets</b>			
Cash and cash equivalents	7	1,999,139	638,913
Trade receivables	8	1,780,275	3,223,510
Other receivables and prepayments	9	178,554	256,492
Total current assets		3,957,968	4,118,915
<b>Non-current asset</b>			
Plant and equipment	10	13,931	70,110
<b>Total assets</b>		3,971,899	4,189,025
<b>LIABILITIES AND EQUITY</b>			
<b>Current liabilities</b>			
Trade payables	11	-	910,758
Other payables		1,055,185	941,458
Income tax payable		75,728	88,994
Total current liabilities		1,130,913	1,941,210
<b>Non-current liability</b>			
Deferred tax liability	12	3,312	11,909
<b>Capital and reserves</b>			
Share capital	13	50,000	50,000
Retained earnings		2,787,674	2,185,906
Total equity		2,837,674	2,235,906
<b>Total liabilities and equity</b>		3,971,899	4,189,025

See accompanying notes to financial statements

**STATEMENT OF COMPREHENSIVE INCOME**  
**Year ended March 31, 2010**

	<b>Note</b>	<u>2010</u> <u>SGD</u>	<u>2009</u> <u>SGD</u>
<b>Revenue</b>	14	<b>13,638,264</b>	16,944,050
Other operating income	15	<b>185,034</b>	28,856
Employee benefits expense		<b>(8,440,499)</b>	(7,625,482)
Depreciation expense	10	<b>(110,987)</b>	(145,847)
Other operating expense	16	<b>(4,629,989)</b>	(8,624,084)
<b>Profit before income tax</b>	17	<b>641,823</b>	577,493
Income tax expense	18	<b>(40,055)</b>	(120,488)
<b>Profit for the year representing total comprehensive income for the year</b>		<b>601,768</b>	457,005

See accompanying notes to financial statements

**STATEMENT OF CHANGES IN EQUITY**  
**Year ended March 31, 2010**

	Share capital	Retained earnings	Total
	SGD	SGD	SGD
<b>Balance at April 1, 2008</b>	50,000	1,728,901	1,778,901
Total comprehensive income for the year	-	457,005	457,005
<b>Balance at March 31, 2009</b>	50,000	2,185,906	2,235,906
Total comprehensive income for the year	-	601,768	601,768
<b>Balance at March 31, 2010</b>	50,000	2,787,674	2,837,674

See accompanying notes to financial statements

## STATEMENT OF CASH FLOWS

### Year ended March 31, 2010

	<u>2010</u>	<u>2009</u>
	<u>SGD</u>	<u>SGD</u>
<b>Operating activities</b>		
Profit before income tax	<b>641,823</b>	577,493
Adjustments for:		
Allowance for doubtful debt	<b>18,709</b>	-
Depreciation expense	<b>110,987</b>	145,847
Operating cash flows before movements in working capital changes	<b>771,519</b>	723,340
Trade receivables	<b>1,424,526</b>	(1,071,290)
Other receivables and prepayments	<b>77,938</b>	(102,235)
Trade payables	<b>(910,758)</b>	(768,495)
Other payables	<b>113,727</b>	239,715
Cash generated from operations	<b>1,476,952</b>	558,025
Income tax paid	<b>(61,918)</b>	(109,552)
Net cash from operating activities	<b>1,415,034</b>	448,473
<b>Investing activity</b>		
Purchase of plant and equipment representing net cash used in investing activities	<b>(54,808)</b>	(17,708)
Net increase in cash and cash equivalents	<b>1,360,226</b>	430,765
Cash and cash equivalents at beginning of year	<b>638,913</b>	208,148
<b>Cash and cash equivalents at end of year (Note 7)</b>	<b>1,999,139</b>	638,913

See accompanying notes to financial statements

## NOTES TO FINANCIAL STATEMENTS March 31, 2010

### 1 GENERAL

The Company (Registration No. 200203658M) is incorporated in the Republic of Singapore with its principal place of business and registered office at No.1 Changi Business Park Avenue 1 #04-02 Ultra Building, Singapore 486058 (2009 : 150 Kampong Ampat #01-01, KA Centre, Singapore 368324). The financial statements are expressed in Singapore dollars.

The Company is principally engaged in providing consultancy and services relating to information technology and development of software solutions and products.

The financial statements of the Company for the financial year ended March 31, 2010 were authorised for issue by the Board of Directors on April 22, 2010.

### 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

**BASIS OF ACCOUNTING** - The financial statements have been prepared in accordance with the historical cost basis, except as disclosed in the accounting policies below, and are drawn up in accordance with the provisions of the Singapore Companies Act and Singapore Financial Reporting Standards ("FRS").

**ADOPTION OF NEW AND REVISED STANDARDS** - In the current financial year, the Company has adopted all the new and revised FRSS and Interpretations of FRS ("INT FRS") that are relevant to its operations and effective for annual periods beginning on or after April 1, 2009. The adoption of these new/reviSED FRSS and INT FRSS does not result in changes to the Company's accounting policies and has no material effect on the amounts reported for the current or prior years except as disclosed below.

**FRS 1 - Presentation of Financial Statements (Revised)** - FRS 1 (2008) introduced terminology changes (including revised titles for the financial statements) and changes in the format and content of the financial statements. In addition, the revised Standard requires the presentation of a third statement of financial position at the beginning of the earliest comparative period presented if the Company applies new accounting policies retrospectively or makes retrospective restatements or reclassifies items in the financial statements.

The comparatives for 2009 have been restated to conform to the requirements of FRS 1 (Revised), where applicable.

At the date of authorisation of these financial statements, management has considered and anticipates that the adoption of the FRSS, INT FRS and amendments to FRSS that were issued but not yet effective will not have a material impact on the financial statements of the Company in the period of their initial adoption.

**FINANCIAL INSTRUMENTS** - Financial assets and financial liabilities are recognised on the Company's statement of financial position when the Company becomes a party to the contractual provisions of the instrument.

#### Effective interest method

The effective interest method is a method of calculating the amortised cost of a financial instrument and of allocating interest income or expense over the relevant period. The effective interest rate is the rate that exactly discounts estimated future cash receipts or payments (including all fees on points paid or received that form an integral part of the effective interest rate, transaction costs and other premiums or discounts) through the expected life of the financial instrument, or where appropriate, a shorter period. Income and expenses are recognised on an effective interest basis for debt instruments.

#### **Financial assets**

##### Cash and cash equivalents

Cash and cash equivalents comprise cash at banks that are subject to an insignificant risk of changes in value.

##### Loans and receivables

Trade and other receivables that have fixed or determinable payments that are not quoted in an active market are classified as "loans and receivables". Loans and receivables are initially measured at fair value and subsequently measured at amortised cost using the effective interest method less impairment. Interest is recognised by applying the effective interest method, except for short-term receivables when the recognition of interest would be immaterial.

##### Impairment of financial assets

Financial assets, other than those at fair value through profit or loss, are assessed for indicators of impairment at the end of each reporting period. Financial assets are impaired where there is objective evidence that, as a result of one or more events that occurred after the initial recognition of the financial asset, the estimated future cash flows of the financial assets have been impacted.

For certain categories of financial assets, such as trade receivables, assets that are assessed not to be impaired individually are, in addition, assessed for impairment on a collective basis. Objective evidence of impairment for a portfolio of receivables could include the Company's

past experience of collecting payments, an increase in the number of delayed payments in the portfolio past the average credit period of 30 to 60 days, as well as observable changes in national or local economic conditions that correlate with default on receivables.

For financial assets carried at amortised cost, the amount of the impairment is the difference between the asset's carrying amount and the present value of estimated future cash flows, discounted at the original effective interest rate.

The carrying amount of the financial asset is reduced by the impairment loss directly for all financial assets with the exception of trade and other receivables where the carrying amount is reduced through the use of an allowance account. When a trade or other receivable is uncollectible, it is written off against the allowance account. Subsequent recoveries of amounts previously written off are credited against the allowance account. Changes in the carrying amount of the allowance account are recognised in profit or loss.

In subsequent period, if the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment loss was recognised, the previously recognised impairment loss is reversed through profit or loss to the extent the carrying amount of the financial assets at the date the impairment is reversed does not exceed what the amortised cost would have been had the impairment not been recognised.

##### Derecognition of financial assets

The Company derecognises a financial asset only when the contractual rights to the cash flows from the asset expire, or it transfers the financial asset and substantially all the risks and rewards of ownership of the asset to another entity. If the Company neither transfers nor retains substantially all the risks and rewards of ownership and continues to control the transferred asset, the Company recognises its retained interest in the asset and an associated liability for amounts it may have to pay. If the Company retains substantially all the risks and rewards of ownership of a transferred financial asset, the Company continues to recognise the financial asset and also recognises a collateralised borrowing for the proceeds received.

#### **Financial liabilities**

##### Classification as debt or equity

Financial liabilities and equity instruments issued by the Company are classified according to the substance of the contractual arrangements entered into and the definitions of a financial liability and an equity instrument.

##### Equity instruments

An equity instrument is any contract that evidences a residual interest in the assets of the Company after deducting all of its liabilities. Equity instruments are recorded at the proceeds received, net of direct issue costs.

##### Other financial liabilities

Trade and other payables and amount due to immediate holding company are initially measured at fair value, net of transaction costs, and are subsequently measured at amortised cost, using the effective interest rate method, with interest expense recognised on an effective yield basis, except for short-term balances when the recognition of interest would be immaterial.

##### Derecognition of financial liabilities

The Company derecognises financial liabilities when, and only when, the Company's obligations are discharged, cancelled or expired.

**LEASES** - Rentals payable under operating leases are charged to the profit or loss on a straight-line basis over the term of the relevant lease unless another systematic basis is more representative of the time pattern in which economic benefits from the leased asset are consumed.

In the event that incentives are received to enter into operating leases, such incentives are recognised as liability. The aggregate benefit of incentives is recognised as a reduction of rental expense on a straight line-basis.

**PLANT AND EQUIPMENT** - Plant and equipment are carried at cost less accumulated depreciation and any accumulated impairment losses.

Depreciation is charged so as to write off the cost of assets over their estimated useful lives, using the straight-line method, on the following bases:

Equipment	- 1 year
Renovation	- 3 years

The estimated useful lives, residual values and depreciation method are reviewed at each year end, with the effect of any changes in estimate accounted for on a prospective basis.

The gain or loss arising on disposal or retirement of an item of plant and equipment is determined as the difference between the sales proceeds and the carrying amounts of the asset and is recognised in profit or loss.

Fully depreciated assets still in use are retained in the financial statements.

## NOTES TO FINANCIAL STATEMENTS MARCH 31, 2010 (Contd.)

**IMPAIRMENT OF ASSETS** - At the end of each reporting period, the Company reviews the carrying amounts of its assets to determine whether there is any indication that those assets have suffered an impairment loss. If any such indication exists, the recoverable amount of the asset is estimated in order to determine the extent of the impairment loss (if any). Where it is not possible to estimate the recoverable amount of an individual asset, the Company estimates the recoverable amount of the cash-generating unit to which the asset belongs.

Recoverable amount is the higher of fair value less costs to sell and value in use. In assessing value in use, the estimated future cash flows are discounted to their present value using pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset.

If the recoverable amount of an asset is estimated to be less than its carrying amount, the carrying amount of the asset is reduced to its recoverable amount. An impairment loss is recognised immediately in profit or loss.

When an impairment loss subsequently reverses, the carrying amount of the asset is increased to the revised estimate of its recoverable amount, but only to the extent that the increased carrying amount does not exceed the carrying amount that would have been determined had no impairment loss been recognised for the asset in prior years. A reversal of an impairment loss is recognised immediately in profit or loss.

**GOVERNMENT GRANTS** – Government grants are recognised as income over the periods necessary to match them with the costs for which they are intended to compensate on a systematic basis.

**PROVISIONS** - Provisions are recognised when the Company has a present obligation (legal or constructive) as a result of a past event, it is probable that the Company will be required to settle the obligation, and a reliable estimate can be made of the amount of the obligation.

The amount recognised as a provision is the best estimate of the consideration required to settle the present obligation at the end of each reporting period, taking into account the risks and uncertainties surrounding the obligation. Where a provision is measured using the cash flows estimated to settle the present obligation, its carrying amount is the present value of those cash flows.

When some or all of the economic benefits required to settle a provision are expected to be recovered from a third party, the receivable is recognised as an asset if it is virtually certain that reimbursement will be received and the amount of the receivable can be measured reliably.

**REVENUE RECOGNITION** - Revenue is measured at the fair value of the consideration received or receivable. Revenue is reduced for rebates and other similar allowances.

### Rendering of services

Revenue from the rendering of services that are short-term duration is recognised when the services are completed.

### Interest income

Interest income is accrued on a time basis, by reference to the principal outstanding and at the effective interest rate applicable, which is the rate that exactly discounts estimated future cash receipts through the expected life of the financial asset to that asset's net carrying amount.

### Rental Income

Rental income is recognised on a straight-line basis over the term of the relevant lease.

**RETIREMENT BENEFIT COSTS** - Payments to defined contribution retirement benefit plans are charged as an expense as they fall due. Payments made to state-managed retirement benefit schemes, such as the Singapore Central Provident Fund, are dealt with as payments to defined contribution plans where the Company's obligations under the plans are equivalent to those arising in a defined contribution retirement benefit plan.

**EMPLOYEE LEAVE ENTITLEMENT** - Employee entitlements to annual leave are recognised when they accrue to employees. A provision is made for the estimated liability for annual leave as a result of services rendered by employees up to the end of reporting period.

**INCOME TAX** – Income tax expense represents the sum of the tax currently payable and deferred tax.

The tax currently payable is based on taxable profit for the year. Taxable profit differs from profit as reported in the statement of comprehensive income because it excludes items of income or expense that are taxable or deductible in other years and it further excludes items that are not taxable or tax deductible. The Company's liability for current tax is calculated using tax rates (and tax laws) that have been enacted or substantively enacted by the end of each reporting period.

Deferred tax is recognised on differences between the carrying amounts of assets and liabilities in the financial statements and the corresponding tax bases used in the computation of taxable profit, and is accounted for using the balance sheet liability method. Deferred tax liabilities are generally recognised for all taxable temporary differences and deferred

tax assets are recognised to the extent that it is probable that taxable profits will be available against which deductible temporary differences can be utilised.

The carrying amount of deferred tax assets is reviewed at the end of each reporting period and reduced to the extent that it is no longer probable that sufficient taxable profits will be available to allow all or part of the asset to be recovered.

Deferred tax is calculated at the tax rates that are expected to apply in the period when the liability is settled or the asset realised based on the tax rates (and tax laws) that have been enacted or substantively enacted by the end of the reporting period. Deferred tax is charged or credited to the profit or loss, except when it relates to items charged or credited to other comprehensive income, in which case the deferred tax is also dealt with in other comprehensive income.

Deferred tax assets and liabilities are offset when there is a legally enforceable right to set off current tax assets against current tax liabilities and when they relate to income taxes levied by the same taxation authority and the Company intends to settle its current tax assets and liabilities on a net basis.

Current tax and deferred tax are recognised as an expense or income in the profit or loss.

**FOREIGN CURRENCY TRANSACTIONS** – The financial statements are measured and presented in the currency of the primary economic environment in which the Company operates (its functional currency). The financial statements of the Company are presented in Singapore dollars which is the functional currency of the Company.

In preparing the financial statements, transactions in currencies other than the Company's functional currency are recorded at the rates of exchange prevailing on the date of the transactions. At the end of each reporting period, monetary items denominated in foreign currencies are retranslated at the rates prevailing at the end of the reporting period. Non-monetary items carried at fair value that are denominated in foreign currencies are retranslated at the rates prevailing on the date when the fair value was determined. Non-monetary items that are measured in terms of historical cost in a foreign currency are not retranslated.

Exchange differences arising on the settlement of monetary items, and on retranslation of monetary items are included in profit or loss for the period. Exchange differences arising on the retranslation of non-monetary items carried at fair value are included in profit or loss for the period, except for differences arising on the retranslation of non-monetary items in respect of which gains and losses are recognised directly in other comprehensive income. For such non-monetary items, any exchange component of that gain or loss is also recognised directly in other comprehensive income.

## 3 CRITICAL ACCOUNTING JUDGEMENTS AND KEY SOURCES OF ESTIMATION UNCERTAINTY

In the application of the Company's accounting policies, which are described in Note 2 to the financial statements, management is required to make judgements, estimates and assumptions about the carrying amounts of assets and liabilities that are not readily apparent from other sources. The estimates and associated assumptions are based on historical experience and other factors that are considered to be relevant. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised if the revision affects only that period, or in the period of the revision and future periods if the revision affects both current and future periods.

### *i) Critical judgements in applying the entity's accounting policies*

The management is not aware of any instances of application of judgement that has a significant effect on the amounts recognised in the financial statements.

### *ii) Key sources of estimation uncertainty*

The key assumptions concerning the future, and other key sources of estimation uncertainty at the end of the reporting period, that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year, are discussed below:

#### Allowance for bad and doubtful receivables

The Company makes allowances for bad and doubtful debts based on an assessment of the recoverability of trade receivables. Allowances are applied to trade receivables when events or changes in circumstances indicate that the balance may not be collectible. The identification of bad and doubtful debts requires the use of judgement and estimates. Where the expectation is different from the original estimate, such difference will impact the carrying value of trade receivables and doubtful debts expenses in the period in which such estimate has been changed. The carrying amount of the Company's trade and other receivables are disclosed in Notes 8 and 9 to the financial statements respectively.

**NOTES TO FINANCIAL STATEMENTS MARCH 31, 2010 (Contd.)****4 FINANCIAL RISKS AND CAPITAL RISKS MANAGEMENT**

The Company's overall risk management programme seeks to minimise potential adverse effects on the financial performance of the Company.

**(a) Categories of financial instruments**

The following table sets out the financial instruments as at the end of the reporting period.

	2010	2009
	\$	\$
<b>Financial assets</b>		
Loan and receivables (including cash and cash equivalents)	<u>3,904,180</u>	<u>4,084,945</u>
<b>Financial liabilities</b>		
At amortised cost	<u>1,055,185</u>	<u>1,852,216</u>

**(b) Financial risk management policies and objectives**

The management of the Company monitors and manages the financial risk relating to the operations of the Company to ensure appropriate measures are implemented in a timely and effective manner.

**a) Credit risk management**

The Company has adopted procedures in extending credit terms to customers and in monitoring its credit risk. The Company only grants credit to creditworthy counterparties. Trade receivables that are neither past due nor impaired relate to customers that the Company has assessed to be creditworthy, based on the credit evaluation process performed by the management.

The maximum exposure to credit risk in the event that the counterparties fail to perform their obligations as at the end of the financial year in relation to each class of recognised financial assets is the carrying amount of those assets stated in the Statement of Financial Position.

Although the Company's credit exposure is concentrated mainly in Singapore, it has no significant concentration of credit risk with any single customer or group of customers.

Further details of credit risks on trade receivables are disclosed in Note 8 to the financial statements.

**b) Interest rate risk management**

The Company does not have any interest bearing financial assets and liabilities. Accordingly, no sensitivity analysis is performed.

**c) Foreign currency risk management**

The Company also transacts business in Great Britain Pounds ("GBP") and therefore is exposed to foreign exchange risk.

The carrying amounts foreign currency denominated in monetary assets and monetary liabilities at the reporting date are as follows:

	2010	2009
	\$	\$
Trade receivables	<u>309,337</u>	<u>378,037</u>

**Foreign currency sensitivity**

The following table details the Company's sensitivity to a 10% increase and decrease in the relevant foreign currencies against the functional currency ("SGD"), with all the other variables held constant. 10% is the sensitivity rate used when reporting foreign currency risk internally to key management personnel and represents management's assessment of the possible change in foreign exchange rates. The sensitivity analysis includes only outstanding foreign currency denominated monetary items and adjusts their translation at the period end for a 10% change in foreign currency rates.

If foreign currency strengthens by 10% against the SGD, with all the other variables held constant, profit before income tax will increase by:

	2010	2009
	\$	\$
Profit or loss	<u>30,934</u>	<u>37,804</u>

For a 10% weakening of the foreign currency against the SGD, there would be an equal and opposite impact on the profit before income tax and the balance above would be negative.

**d) Liquidity risk management**

Liquidity risk is the risk that the Company will encounter difficulty in meeting financial obligations due to shortage of funds.

In the management of the liquidity risk, the Company monitors and maintains a level of cash and cash equivalents deemed adequate by the management to finance the Company's operations and mitigate the effects of fluctuations in cash flows. The management manages liquidity risk by maintaining adequate reserves and actual cash flows and matching the maturity profiles of financial assets and liabilities.

All financial liabilities in 2010 and 2009 are repayable on demand or due within 1 year from the end of the reporting period, and are non-interest bearing.

**e) Fair value of financial assets and financial liabilities**

The management considers that the carrying amounts of the Company's financial assets and liabilities approximate their respective fair values due to the relatively short term maturity of these financial statements.

**f) Capital risk management policies and objectives**

The management manages its capital to ensure that the Company will be able to continue as a going concern in order to provide returns for shareholders and benefits for other stakeholders and to maintain an optimal capital structure to reduce cost of capital.

The capital structure of the Company consists of equity attributable to owners of the Company, comprising issued capital and retained earnings as disclosed in the notes to financial statements.

The Company's overall strategy remains unchanged from prior year.

**5 HOLDING COMPANY AND RELATED COMPANY TRANSACTIONS**

The Company is a wholly-owned subsidiary of Tech Mahindra Limited, incorporated in India which is also the Company's immediate holding company. The Company's ultimate holding company is Mahindra and Mahindra Limited, incorporated in India. Related companies in these financial statements refer to members of the ultimate holding company's group of companies.

Some of the Company's transactions and arrangements are between members of the group and the effect of these on the basis determined between the parties is reflected in these financial statements. The intercompany balances are unsecured, interest-free and repayable on demand unless otherwise stated.

Significant intercompany transactions:

	2010	2009
	\$	\$
<u>Immediate holding company</u>		
Rendering of services	<u>(11,338,956)</u>	<u>(10,202,371)</u>
Sub contract expenses	<u>2,299,380</u>	<u>6,741,679</u>

**6 RELATED PARTY TRANSACTIONS**

Related parties are entities with common direct or indirect shareholders and/or directors. Parties are considered to be related if one party has the ability to control the other party or exercise significant influence over the other party in making financial and operating decisions.

Some of the Company's transactions and arrangements are with related parties and the effect of these on the basis determined between the parties are reflected in these financial statements.

**Compensation of directors and key management personnel**

The remuneration of directors and other members of key management during the year was as follows:

	2010	2009
	\$	\$
Short-term benefits	<u>237,309</u>	<u>380,400</u>
Post-employment benefits	<u>7,179</u>	<u>14,057</u>
Total	<u>244,488</u>	<u>394,457</u>

**7 CASH AND CASH EQUIVALENTS**

	2010	2009
	\$	\$
Cash at banks	<u>1,999,139</u>	<u>638,913</u>

Cash and cash equivalents comprise cash at banks that are subject to an insignificant risk of changes in value. The carrying amounts of these assets approximate their fair values.

**NOTES TO FINANCIAL STATEMENTS MARCH 31, 2010 (Contd.)****8 TRADE RECEIVABLES**

	2010	2009
	\$	\$
Third parties	806,394	3,461,385
Less: Allowance for doubtful debts	<b>(256,584)</b>	<b>(237,875)</b>
Net	617,895	3,223,510
Immediate holding company	<b>1,229,465</b>	-
Total	<b>1,780,275</b>	<b>3,223,510</b>

The average credit period on services rendered ranges from 30 to 60 days. (2009 : 30 to 60 days). No interest is charged on overdue trade receivables.

The table below is an analysis of trade receivables as at March 31:

	2010	2009
	\$	\$
Not past due and not impaired	1,751,086	2,631,288
Past due but not impaired (i)	<b>29,189</b>	<b>592,222</b>
	<b>1,780,275</b>	<b>3,223,510</b>
Impaired receivables - individually assessed (ii)	<b>256,584</b>	<b>237,875</b>
Less: Allowance for doubtful debts	<b>(256,584)</b>	<b>(237,875)</b>
Net trade receivables	<b>1,780,275</b>	<b>3,223,510</b>

(i) Aging of receivables that are past due the average credit period but not impaired:

61 to 90 days	-	28,623
>91 days	29,189	563,599
Total	<b>29,189</b>	<b>592,222</b>

In determining the recoverability of a trade receivable, the Company considers any changes in the credit quality of the trade receivables from the date credit was initially granted up to the reporting date. There was no significant change in credit quality for the Company's trade receivable balances which are past due and not impaired. Accordingly, the management believes that no credit provision is required.

(ii) These amounts are stated before any deduction for impairment losses and are not secured by any collateral or credit enhancements.

The allowance for doubtful trade receivables have been determined by taking into consideration recovery prospects and past doubtful experience.

Movement in the allowance for doubtful debts:

	2010	2009
	\$	\$
Balance at beginning of year	237,875	237,875
Charge to profit or loss (Note 16)	<b>18,709</b>	-
Balance at end of year	<b>256,584</b>	<b>237,875</b>

The Company's trade receivables that are not denominated in the functional currency of the Company are as follows:

	2010	2009
	\$	\$
Great Britain Pounds	<b>309,337</b>	378,037

**9 OTHER RECEIVABLES AND PREPAYMENTS**

	2010	2009
	\$	\$
Advances to employees	36,835	112,875
Prepayments	53,788	33,970
Deposits	-	71,817
Others	<b>87,931</b>	37,830
Total	<b>178,554</b>	<b>256,492</b>

The advances to staffs are unsecured, interest-free and repayable on demand.

The above balances are all denominated in the functional currency of the Company.

**10 PLANT AND EQUIPMENT**

	Equipment	Renovation	Total
	\$	\$	\$
Cost:			
At April 1, 2008	287,881	236,032	523,913
Additions	17,708	-	17,708
At March 31, 2009	305,589	236,032	541,621
Additions	54,808	-	54,808
At March 31, 2010	<b>360,397</b>	<b>236,032</b>	<b>596,429</b>
Accumulated depreciation:			
At April 1, 2008	214,224	111,440	325,664
Depreciation	60,613	85,234	145,847
At March 31, 2009	274,837	196,674	471,511
Depreciation	71,629	39,358	110,987
At March 31, 2010	<b>346,466</b>	<b>236,032</b>	<b>582,498</b>
Carrying amount:			
At March 31, 2010	<b>13,931</b>	-	<b>13,931</b>
At March 31, 2009	<b>30,752</b>	<b>39,358</b>	<b>70,110</b>

**11 TRADE PAYABLES**

	2010	2009
	\$	\$
Immediate holding company (Note 5)	-	858,272
Third parties	-	52,486
Total	<b>-</b>	<b>910,758</b>

The average credit period on purchases is 30 days (2009 : 30 days).

The above balances are all denominated in the functional currency of the Company.

**12 DEFERRED TAX (LIABILITY) ASSET**

The following are the major deferred tax recognised by the Company and movements during the year:

	Excess of book over tax depreciation	Provisions	Total
	\$	\$	\$
At April 1, 2008	-	34,509	34,509
Overprovision in prior year (Note 18)	-	(34,509)	(34,509)
Charge to profit or loss (Note 18)	<b>(11,909)</b>	-	<b>(11,909)</b>
At March 31, 2009	<b>(11,909)</b>	-	<b>(11,909)</b>
Credit to profit or loss (Note 18)	8,597	-	8,597
At March 31, 2010	<b>(3,312)</b>	<b>-</b>	<b>(3,312)</b>

**13 SHARE CAPITAL**

	2010	2009	2010	2009
	Number of ordinary shares	\$	\$	\$
Issued and paid up:				
At beginning and at end of year	<b>5,000</b>	5,000	<b>50,000</b>	50,000

The Company has one class of ordinary shares which has no par value, carry one vote per share and a right to dividends when declared by the Company.

**14 REVENUE**

Revenue represents rendering of services at invoiced value, net of goods and services tax, where applicable.

**15 OTHER OPERATING INCOME**

	2010	2009
	\$	\$
Job Credit Scheme	112,025	-
Net foreign exchange gain	<b>51,830</b>	-
Rental income	14,288	26,194
Others	<b>6,891</b>	2,662
Total	<b>185,034</b>	<b>28,856</b>



**NOTES TO FINANCIAL STATEMENTS MARCH 31, 2010 (Contd.)****16 OTHER OPERATING EXPENSES**

	2010	2009
	\$	\$
Sub contract cost		
- Immediate Holding Co. (Note 5)	2,299,308	6,741,679
- Third parties	648,749	750,616
Travelling expense	655,724	491,520
Telephone charges	244,690	159,489
Staff welfare	200,039	62,439
Rental expense	174,329	142,820
Insurance expense	104,158	83,563
Recruitment expense	48,398	19,430
Allowance for doubtful debt (Note 8)	18,709	-
Entertainment expense	14,414	16,872
Net foreign exchange loss	-	23
Others	221,471	155,633
<b>Total</b>	<b>4,629,989</b>	<b>8,624,084</b>

**17 PROFIT BEFORE INCOME TAX**

Profit before income tax has been arrived after charging:

	2010	2009
	\$	\$
Employee benefits expense (including directors' remuneration)	8,440,499	7,625,482
Directors' fees	2,000	2,000
Directors' remuneration	244,488	394,457
Cost of defined contribution plans included in employee benefits expense	130,485	147,221

**18 INCOME TAX EXPENSE**

	2010	2009
	\$	\$
Current tax	75,608	74,070
Deferred tax (Note 12)	(8,597)	11,909
	67,011	85,979
Overprovision in prior year:		
- Current tax	(26,956)	-
- Deferred tax (Note 12)	-	34,509
<b>Total income tax expense</b>	<b>40,055</b>	<b>120,488</b>

Domestic income tax expense is calculated at 17% (2009 : 17%) of the estimated assessable profit for the year. Tax for the year can be reconciled to the accounting profit as follows:

	2010	2009
	\$	\$
Profit before income tax	641,823	577,493
Income tax expense at statutory rate of 17% (2009 : 17%)	109,110	98,174
Tax effect expenses that are not deductible in determining taxable profit	(19,044)	-
Tax exempt income	(25,925)	(25,925)
Overprovision in prior year		
- deferred tax benefit	-	34,509
- current tax	(26,956)	-
Others	2,870	13,730
<b>Total income tax expense</b>	<b>40,055</b>	<b>120,488</b>

**19 CONTINGENT LIABILITIES**

	2010	2009
	\$	\$
Performance guarantees	213,894	213,894

The performance guarantees pertain to a certain agreement for the supply of software and professional services to customers.

**20 OPERATING LEASE COMMITMENTS**

(a) <u>The lessee</u>	2010	2009
	\$	\$

Minimum lease payments under operating lease recognised as an expense in the year

	174,329	142,820
--	---------	---------

At the end of the reporting period, the Company has outstanding commitments under non-cancellable operating leases, which fall due as follows:

	2010	2009
	\$	\$
Within one year	194,295	81,339
In the second to fifth year inclusive	291,442	-
<b>Total</b>	<b>485,737</b>	<b>81,339</b>

Operating lease payments represent rentals payable by the Company for its office premises. Leases are negotiated for an average term of 3 years (2009 : 3 years) and rentals are fixed for an average of 3 years (2009 : 3 years).

(b) <u>The lessor</u>	2010	2009
	\$	\$
Rental income under operating leases	14,288	26,194

At the end of the reporting period, the Company has contracted with tenants for the following future minimum lease payments.

	2010	2009
	\$	\$
Within one year	-	15,478

**MEMO**

To: Member of Tech Mahindra (Singapore) Pte. Limited

From: Deloitte & Touche Singapore

Subject: Accounts of Tech Mahindra (Singapore) Pte. Limited Year Ended March 31, 2010 denominated in Indian Rupees.

Dear Sirs,

Please find the attached Balance Sheet, Profit and Loss statement, Statement of Changes in Equity, Cash Flow Statement and notes to accounts of Tech Mahindra (Singapore) Pte. Limited, signed for identification purpose only in respect of the above financial year end.

All balances (including prior year balances) are translated for convenience into Indian Rupees (Rs.) at the exchange rate of Rs. 32.21 = SGD 1 which is the average of the telegraphic transfer buying and selling rates quoted by the Mumbai Branch of State Bank of India on March 31, 2010.

Yours truly,

Deloitte & Touche LLP  
Certified Public Accountants  
Singapore  
April 22, 2010

## Statement of Financial Position March 31, 2010

	<u>2010</u>	<u>2009</u>	<u>2010</u>	<u>2009</u>
	\$	\$	INR	INR
<b><u>Assets</u></b>				
<b>Current Assets</b>				
Cash and cash equivalents	1,999,139	638,913	64,392,271	20,579,388
Trade receivables	1,780,275	256,492	57,342,686	8,261,607
Other receivables	178,554	3,223,510	5,751,217	103,829,257
Total Current Assets	<u>3,957,968</u>	<u>4,118,915</u>	<u>127,486,174</u>	<u>132,670,252</u>
<b>Non-current asset Total</b>				
Plant and equipment	13,931	70,110	448,703	2,258,243
<b>Total Assets</b>	<u><u>3,971,899</u></u>	<u><u>4,189,025</u></u>	<u><u>127,934,877</u></u>	<u><u>134,928,495</u></u>
<b><u>Liabilities And Equity</u></b>				
<b>Current liabilities</b>				
Trade payables	-	910,758	-	29,335,515
Other Payable	1,055,185	941,458	33,987,506	30,324,362
Income tax payable	75,728	88,994	2,439,201	2,866,497
Total Current liabilities	<u>1,130,913</u>	<u>1,941,210</u>	<u>36,426,707</u>	<u>62,526,374</u>
<b>Non-Current liabilities</b>				
Deferred tax liabilities	<u>3,312</u>	<u>11,909</u>	<u>106,680</u>	<u>383,589</u>
<b>Capital and reserves</b>				
Share capital	50,000	50,000	1,610,500	1,610,500
Retained earnings	2,787,674	2,185,906	89,790,990	70,408,032
Total equity	<u>2,837,674</u>	<u>2,235,906</u>	<u>91,401,490</u>	<u>72,018,532</u>
<b>Total Liabilities and equity</b>	<u><u>3,971,899</u></u>	<u><u>4,189,025</u></u>	<u><u>127,934,877</u></u>	<u><u>134,928,495</u></u>

## Statement Of Comprehensive Income Year ended March 31, 2010

	<u>2010</u>	<u>2009</u>	<u>2010</u>	<u>2009</u>
	\$	\$	INR	INR
<b>Revenue</b>	<b>13,638,264</b>	16,944,050	<b>439,288,480</b>	545,767,851
Other operating income	<b>185,034</b>	28,856	<b>5,959,945</b>	929,452
Employee benefits expense	<b>(8,440,499)</b>	(7,625,482)	<b>(271,868,488)</b>	(245,616,775)
Depreciation expense	<b>(110,987)</b>	(145,847)	<b>(3,574,881)</b>	(4,697,732)
Other operating expenses	<b>(4,629,989)</b>	(8,624,084)	<b>(149,131,927)</b>	(277,781,746)
<b>Profit before income tax</b>	<b>641,823</b>	577,493	<b>20,673,129</b>	18,601,050
Income tax expense	<b>(40,055)</b>	(120,488)	<b>(1,290,172)</b>	(3,880,918)
<b>Profit for the year representing total comprehensive income for the year</b>	<b><u>601,768</u></b>	<u>457,005</u>	<b><u>19,382,957</u></b>	<u>14,720,132</u>

## Statement of Changes in Equity Year ended March 31, 2010

	<u>Share Capital</u>	<u>Retained earnings</u>	<u>Total</u>
	INR	INR	INR
<b>Balance at April 1, 2008</b>	1,610,500	55,687,901	57,298,401
Total comprehensive income for the year	-	<u>14,720,132</u>	<u>14,720,132</u>
<b>Balance at March 31, 2009</b>	1,610,500	70,408,032	72,018,532
Total comprehensive income for the year	-	<u>19,382,957</u>	<u>19,382,957</u>
<b>Balance at March 31, 2010</b>	<u>1,610,500</u>	<u>89,790,990</u>	<u>91,401,490</u>

# TECH MAHINDRA (THAILAND) LIMITED

## **Board of Directors**

Mr. Vineet Nayyar - Chairman

Mr. C. P. Gurnani

Mr. C. K. Krishnadas

Mr. Jagdish Mitra

Mr. Sonjoy Anand

## **Registered Office**

999/9, Unit No. 2972, 29<sup>th</sup> Floor,  
The Offices at Central World, Rama I Road,  
Phatumwan, Bangkok 10330  
Thailand

## **Bankers**

HSBC Bank

## **Auditors**

Mazars Limited

## DIRECTORS' REPORT TO THE SHAREHOLDERS

Your Directors present their Report together with the audited accounts of your Company for the year ended March 31, 2010.

### Financial Results

For the year ended March 31	2010 THB	2010 INR	2009 THB	2009 INR
Income	18,250,242	25,732,842	15,650,394	22,067,055
Profit/(Loss) before tax	534,535	753,695	668,273	942,265
Profit/(Loss) after tax	534,535	753,695	668,273	942,265

### Review of Operations:

The income for the year has increased by 2,599,848 (equivalent to INR 3,665,787) an increase of 17% over previous year. The profit has declined by THB 133,738 (equivalent to INR 188,370) i.e. 20% over the previous year.

### Directors:

During the year under review, Mr. Rohit Gandhi resigned from the position of Director and Mr. Jagdish Mitra was appointed on the Board as a Director.

### Outlook for the current year:

Business has been encouraging in Thailand and the Company looks forward to improved growth in future.

### Acknowledgements:

Your Directors gratefully acknowledge the contributions made by the employees towards the success of the Company. Your Directors also thank the customers, suppliers, bankers, State and Federal Government Authorities and the shareholder/s for the co-operation and assistance received from them.

Place: Pune  
Date : April 20, 2010

Vineet Nayyar  
Chairman

## Report of the Independent Auditor

To: The Shareholders of Tech Mahindra (Thailand) Ltd.

I have audited the balance sheets of Tech Mahindra (Thailand) Ltd. as at 31 March 2010 and 2009, the related statements of income and statements of changes in shareholders' equity for the years then ended. These financial statements are the responsibility of the Company's management as to their correctness and completeness of presentation. My responsibility is to express an opinion on these financial statements based on my audits.

I conducted my audits in accordance with generally accepted auditing standards. Those standards require that I plan and perform the audits 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. I believe that my audits provide a reasonable basis for my opinion.

In my opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Tech Mahindra (Thailand) Ltd. as at 31 March 2010 and 2009, and the result of its operations for the years then ended in conformity with generally accepted accounting principles.

**SULEEPORN TRIYAPRASERTPORN**  
Certified Public Accountant (Thailand) No. 5236

**MAZARS LIMITED**

Bangkok  
20 April 2010

**Balance Sheets as at 31 March 2010 and 2009****ASSETS**

(Exchange rate 1 Baht = 1.41 INR)

	Note	2010		2009	
		Baht	INR	Baht	INR
<b>CURRENT ASSETS</b>					
Cash and cash equivalents		2,421,853	3,414,813	788,100	1,111,221
Trade accounts receivable - net	4	8,024,806	11,314,976	2,802,651	3,951,738
Amount due from related company	6	6,055,016	8,537,573	5,421,579	7,644,426
Other current assets		1,564,162	2,205,468	1,727,822	2,436,228
<b>TOTAL CURRENT ASSETS</b>		<b>18,065,837</b>	<b>25,472,830</b>	10,740,152	15,143,613
<b>NON - CURRENT ASSETS</b>					
Equipment - net	5	43,928	61,939	65,408	92,226
<b>TOTAL NON - CURRENT ASSETS</b>		<b>43,928</b>	<b>61,939</b>	65,408	92,226
<b>TOTAL ASSETS</b>		<b>18,109,765</b>	<b>25,534,769</b>	10,805,560	15,235,839

**LIABILITIES AND SHAREHOLDERS EQUITY**

(Exchange rate 1 Baht = 1.41 INR)

	Note	2010		2009	
		Baht	INR	Baht	INR
<b>CURRENT LIABILITIES</b>					
Amount due to related company	6	7,705,742	10,865,096	1,645,184	2,319,709
Accrued expenses		128,792	181,597	133,100	187,671
Other current liabilities		1,459,798	2,058,315	746,378	1,052,393
<b>TOTAL CURRENT LIABILITIES</b>		<b>9,294,332</b>	<b>13,105,008</b>	2,524,662	3,559,773
<b>TOTAL LIABILITIES</b>		<b>9,294,332</b>	<b>13,105,008</b>	2,524,662	3,559,773
<b>SHAREHOLDERS' EQUITY</b>					
Share capital					
Registered					
- 50,000 ordinary shares of Baht 100 each		5,000,000	7,050,000	5,000,000	7,050,000
Issued and fully paid-up					
- 50,000 ordinary shares of Baht 100 each		5,000,000	7,050,000	5,000,000	7,050,000
Retained earnings					
Unappropriated		3,815,433	5,379,761	3,280,898	4,626,066
<b>TOTAL SHAREHOLDERS' EQUITY</b>		<b>8,815,433</b>	<b>12,429,761</b>	8,280,898	11,676,066
<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>		<b>18,109,765</b>	<b>25,534,769</b>	10,805,560	15,235,839

These financial statements were approved at the directors meeting of Tech Mahindra (Thailand) Limited dated on April 20, 2010

Sonjoy Anand  
Director

The accompanying notes form an integral part of these financial statements.

**Statements of Income for the years ended 31 March 2010 and 2009**

(Exchange rate 1 Baht = 1.41 INR)

	Note	2010		2009	
		Baht	INR	Baht	INR
<b>REVENUES</b>					
Service income	6	18,250,242	25,732,842	15,597,028	21,991,809
Other income		-	-	53,366	75,246
<b>TOTAL REVENUES</b>		<b>18,250,242</b>	<b>25,732,842</b>	<b>15,650,394</b>	<b>22,067,055</b>
<b>EXPENSES</b>					
Cost of services	6	15,611,677	22,012,465	8,224,271	11,596,222
Administrative expenses		2,104,030	2,966,682	6,757,850	9,528,568
<b>TOTAL EXPENSES</b>		<b>17,715,707</b>	<b>24,979,147</b>	<b>14,982,121</b>	<b>21,124,790</b>
<b>NET PROFIT</b>		<b>534,535</b>	<b>753,695</b>	<b>668,273</b>	<b>942,265</b>
<b>BASIC EARNINGS PER SHARE</b>					
Net profit		10.69	15.07	13.37	18.85
Weighted average number of ordinary share (shares)		50,000	50,000	50,000	50,000

**Statements of changes in Shareholders' Equity for the year ended 31 March, 2010 and 2009**

(Exchange rate 1 Baht = 1.41 INR)

	Baht			Indian Rupee		
	Issued and fully paid-up share capital	Unappropriated Retained earnings	Total	Issued and fully paid-up share capital	Unappropriated Retained earnings	Total
Balance as at 1 Apr 08	5,000,000	2,612,625	7,612,625	7,050,000	3,683,801	10,733,801
<b>Net profit for the year ended 31 Mar 09</b>	-	<b>668,273</b>	<b>668,273</b>	-	<b>942,265</b>	<b>942,265</b>
Balance as at 31 Mar 09	5,000,000	3,280,898	8,280,898	7,050,000	4,626,066	11,676,066
<b>Net profit for the year ended 31 Mar 10</b>	-	<b>534,535</b>	<b>534,535</b>	-	<b>753,695</b>	<b>753,695</b>
<b>Balance as at 31 Mar 10</b>	<b>5,000,000</b>	<b>3,815,433</b>	<b>8,815,433</b>	<b>7,050,000</b>	<b>5,379,761</b>	<b>12,429,761</b>

Sonjoy Anand  
Director

The accompanying notes form an integral part of these financial statements.



## Notes to the financial statements for the years ended 31 March 2010 and 2009

**1. GENERAL INFORMATION**

Tech Mahindra (Thailand) Ltd. was registered as a limited company under the Thai Civil and Commercial Code on 26 August 2005. The Company is engaged in providing IT services and development for computer software. The registered address of the Company is unit No. 2972R, 29th Floor, The office of the central world, Rama I Road, Phatumwan Bangkok.

The information about the Company's employees for the years ended 31 March 2010 and 2009 are as follows:

	2010	2009
Average number of employees (Persons)	5	2
Employee expenses (Million Baht)	5.53	2.75
Employee expenses (Million Indian Rupee)	7.79	3.87

**2. BASIS OF FINANCIAL STATEMENTS PREPARATION**

The accompanying financial statements are prepared in accordance with Thai Accounting Standards ("TAS") and Thai Financial Reporting Standards ("TFRS") including related interpretations and guidelines promulgated by the Federation of Accounting Profession ("FAP") and with generally accepted accounting principles in Thailand which are issued under the Accounting Act B.E. 2543, being those Thai Accounting Standards ("TAS") issued under the Accounting Profession Act B.E. 2547.

The financial statements have been prepared in accordance with the Notification of the Department of Commercial Registration (currently the Department of Business Development) dated 30 January 2009 regarding "The Brief Particulars in the Financial statement B.E. 2552".

On 15 May 2009, the FAP issued Announcement no. 12/2009, regarding the re-numbering of TAS to the same numbers as the International Accounting Standards ("IAS") on which the TAS/TFRS are based.

The Company has adopted the following revised TAS/TFRS and accounting guidance which were issued by the FAP during 2008 and 2009 and effective for annual accounting periods beginning on or after 1 January 2009:

The Federation of Accounting Profession has issued the notification no. 86/2551 and 16/2552, mandating the use of new accounting standards, financial reporting standard and accounting treatment guidance as follows:

- a) Accounting standards, financial reporting standard and accounting treatment guidance which are effective for the current year.

TAS 36 (revised 2007)	Impairment of Assets
TFRS 5 (revised 2007)	Non-current Assets Held for Sale and Discontinued Operations (formerly TAS 54)

Framework for the Preparation and Presentation of Financial Statements (revised 2007) (effective on 26 June 2009)

Accounting Guidance about Leasehold Right (effective on 26 June 2009)

Accounting Guidance about Business Combination under Common Control

The adoption of these revised TAS/TFRS and accounting guidance does not have any material impact on the Company's financial statements.

- b) The FAP has issued during 2009 a number of new and revised TAS/TFRS which are not currently effective and have not been adopted in the preparation of these financial statements. These new and revised TAS/TFRS are disclosed in note 9.

The FAP issued an Announcement No.21/2550 (B.E.2550) re: Exemption of Accounting Standards for non-public limited companies. Accordingly, the Company selected not to apply the following TAS;

TAS 7 (revised 2007)	Cash Flow Statement (formerly TAS 25)
TAS 14	Segment Reporting (formerly TAS 24)
TAS 24 (revised 2007)	Related Party Disclosure (formerly TAS 47)
TAS 27 (revised 2007)	Consolidated and Separate Financial Statement (formerly TAS 44)
TAS 28 (revised 2007)	Investment in Associates (formerly TAS 45)
TAS 31 (revised 2007)	Interests in Joint Ventures (formerly TAS 46)
TAS 32	Financial Instruments : Disclosure and Presentation (formerly TAS 48)
TAS 36 (revised 2007)	Impairment of Assets

The financial statements have been prepared under the historical cost convention except as stated in the accounting policies.

An English version of the financial statements have been prepared from the statutory financial statements that are in the Thai language. In the event of a conflict or a difference in interpretation between the two languages, the Thai language statutory financial statements shall prevail.

The preparation of financial statements in conformity with TAS and TFRS requires management to make judgments, estimates and assumptions that affect the application of policies and reported amounts of assets, liabilities, income and expenses. Actual results may differ from estimates.

Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the period in which estimates are revised and in any future periods affected.

**3. SIGNIFICANT ACCOUNTING POLICIES****Cash and cash equivalents**

Cash and cash equivalents include cash on hand and highly liquid cash in banks (which do not have restriction of usage) that are readily convertible to cash on maturity date with insignificant risk of change in value.

**Equipment**

Equipment is recorded at cost. Cost is measured by the cash or equivalent price of obtaining the asset and bringing it to the location and condition necessary for its intended use. Equipment is presented in the balance sheets at cost less accumulated depreciation. Depreciation is calculated using the straight-line method over the estimated useful lives as follows:

Computer equipment                      5 years

**Revenue and expense recognition**

Service incomes are recognised when service has already been rendered. Expenses are recognised on an accrual basis.

**Foreign currency translation**

Foreign currency amounts are translated for convenience into Indian Rupees at the exchange rate of Baht 1 equal to Rs 1.41 which is the group reporting as at 31 March 2010

**Basic earnings per share**

The basic earnings per share is determined by dividing the net profit for the years by the weighted average number of common shares outstanding during the year.

**Notes to the financial statements for the years ended 31 March, 2010 and 2009 (Contd.)****4. TRADE ACCOUNTS RECEIVABLE**

(Exchange rate 1 Baht = 1.41 INR)

	2010		2009	
	Baht	Indian Rupee	Baht	Indian Rupee
Trade accounts receivable - Local	13,463,089	18,982,955	8,240,934	11,619,717
Less : Allowance for doubtful accounts	(5,438,283)	(7,667,979)	(5,438,283)	(7,667,979)
Trade accounts receivable - net	<u>8,024,806</u>	<u>11,314,976</u>	<u>2,802,651</u>	<u>3,951,738</u>

**5. EQUIPMENT-NET**

	Baht			
	31 Mar 09	Increase	Decrease	31 Mar 10
<b>Cost</b>				
Computer equipment	107,472	-	-	107,472
Total Cost	107,472	-	-	107,472
Less : Accumulated depreciation				
Computer equipment	42,064	21,480	-	63,544
Total - Accumulated depreciation	42,064	21,480	-	63,544
<b>Net book value</b>	<u>65,408</u>			<u>43,928</u>
<b>Depreciation for the year</b>	<u>230,567</u>			<u>21,480</u>
	Indian Rupee			
	31 Mar 09	Increase	Decrease	31 Mar 10
<b>Cost</b>				
Computer equipment	151,536	-	-	151,536
Total Cost	151,536	-	-	151,536
Less : Accumulated depreciation				
Computer equipment	59,310	30,287	-	89,597
Total Accumulated depreciation	59,310	30,287	-	89,597
Net book value	<u>92,226</u>			<u>61,939</u>
Depreciation for the year	<u>325,099</u>			<u>30,287</u>

**6. RELATED PARTY TRANSACTIONS**

Related parties comprise enterprises and individuals that control, or are controlled by, the Company, whether directly or indirectly, or which are under common control with the Company.

They also include associated company and individuals which directly or indirectly own a voting interest in the Company that gives them significant influence over the Company, key management personnel, directors and officers with authority in the planning and direction of the Company's operations.

In considering each possible related party relationship, attention is directed to the substance of the relationship, and not merely the legal form.

**Notes to the financial statements for the years ended 31 March, 2010 and 2009 (Contd.)**

Significant transactions with related company for the years ended 31 March 2010 and 2009 consist of:

(Exchange rate 1 Baht = 1.41 INR)

	Relationship	2010		2009	
		Baht	Indian Rupee	Baht	Indian Rupee
Service income					
Tech Mahindra Limited	Parent company	8,170,750	11,520,758	10,215,028	14,403,189
Cost of services					
Tech Mahindra Limited	Parent company	10,079,492	14,212,084	5,382,000	7,588,620

In 2008, the Company entered into service agreements with its related company commencing from 1 April 2007 to 31 March 2010. Under the provisions of the Agreement, the related company will pay a service fee calculating from the cost plus the agreed profit percentage.

The significant account balances with related party as at 31 March 2010 and 2009 are as follows:

(Exchange rate 1 Baht = 1.41 INR)

	Relationship	2010		2009	
		Baht	Indian Rupee	Baht	Indian Rupee
Amount due from related company					
Tech Mahindra Limited	Parent company	6,055,016	8,537,573	5,421,579	7,644,426
Amount due to related companies					
Tech Mahindra Limited	Parent company	7,705,742	10,865,096	1,645,184	2,319,709

**7. PROMOTIONAL PRIVILEGES**

By virtue of the provisions of the Investments Promotion Act B.E. 2520, in 2006, the Company was granted certain promotional privileges according to the certificate No. 1239(7)/2549 for carrying on the business of Software. The promotional privileges include, among other things, the following:

1. Exemption from payment of import duties on machinery as be approved by the Board of Investment.
2. Exemption from payment of corporate income tax on the net profits derived from the promoted activity for the period of eight years from the first derived from the promoted activity on 15 December 2005.
3. Exemption from payment of import duties on the raw and essential materials imported for use specifically in producing for export for a period of one year from the date of first import.
4. Exemption from payment of import duties on items that the Company imports for re-export for a period of one year from the date of first import.

As a promoted industry, the Company must comply with certain terms and conditions provided for in the promotional certificates.

**8. EXPENSES BY NATURE**

Significant expenses by nature are as follows:

(Exchange rate 1 Baht = 1.41 INR)

	2010		2009	
	Baht	Indian Rupee	Baht	Indian Rupee
Employee expense	5,527,473	7,793,737	2,747,942	3,874,598
Subcontractor expense	10,079,492	14,212,084	5,382,000	7,588,620
Professional fee	1,367,048	1,927,538	1,086,268	1,531,638
Rental expense	150,000	211,500	473,545	667,698
Depreciation	21,480	30,287	230,567	325,099
Communication charges	95,189	134,216	508,011	716,296
Loss on disposal of assets	-	-	2,385,510	3,363,569
Loss on exchange rate	139,085	196,110	6,121	8,631
Traveling expenses	107,617	151,740	517,399	729,532
Other expenses	228,323	321,935	1,644,758	2,319,109
Total expenses	17,715,707	24,979,147	14,982,121	21,124,790

**Notes to the financial statements for the years ended 31 March, 2010 and 2009 (Contd.)****9. NEW ACCOUNTING STANDARDS AND AMENDMENT TO ACCOUNTING STANDARDS**

The Company has not adopted the following new and revised TAS/TFRS that have been issued as of the reporting date but are not yet effective. The new and revised TAS/TFRS are anticipated to become effective for annual financial periods beginning on or after 1 January in the year indicated.

TAS/TFRS	Topic	Year effective
	Framework for the Preparation and Presentation of Financial Statements (revised 2009)	2011
TAS 1 (revised 2009)	Presentation of Financial Statements (formerly TAS 35)	2011
TAS 2 (revised 2009)	Inventories (formerly TAS 31)	2011
TAS 7 (revised 2009)	Statement of Cash Flows (formerly TAS 25)	2011
TAS 8 (revised 2009)	Accounting Policies, Changes in Accounting Estimates and Errors (formerly TAS 39)	2011
TAS 10 (revised 2009)	Events after the Reporting Period (formerly TAS 52)	2011
TAS 11 (revised 2009)	Construction Contracts (formerly TAS 49)	2011
TAS 16 (revised 2009)	Property, Plant and Equipment (formerly TAS 32)	2011
TAS 17 (revised 2009)	Leases (formerly TAS 29)	2011
TAS 18 (revised 2009)	Revenue (formerly TAS 37)	2011
TAS 19	Employee Benefits	2011
TAS 20 (revised 2009)	Accounting for Government Grants and Disclosures of Government Assistance	2012
TAS 21 (revised 2009)	The Effects of Changes in Foreign Exchange Rates (formerly TAS 30)	2011
TAS 23 (revised 2009)	Borrowing Costs (formerly TAS 33)	2011
TAS 24 (revised 2009)	Related Party Disclosures (formerly TAS 47)	2011
TAS 26	Accounting and Reporting by Retirement Benefit Plans	2011
TAS 27 (revised 2009)	Consolidated and Separate Financial Statements (formerly TAS 44)	2011
TAS 28 (revised 2009)	Investments in Associates (formerly TAS 45)	2011
TAS 29	Financial Reporting in Hyperinflationary Economies	2011
TAS 31 (revised 2009)	Interests in Joint Ventures (formerly TAS 46)	2011
TAS 33 (revised 2009)	Earnings per Share (formerly TAS 38)	2011
TAS 34 (revised 2009)	Interim Financial Reporting (formerly TAS 41)	2011
TAS 36 (revised 2009)	Impairment of Assets	2011
TAS 37 (revised 2009)	Provisions, Contingent Liabilities and Contingent Assets (formerly TAS 53)	2011
TAS 38 (revised 2009)	Intangible Assets (formerly TAS 51)	2011
TAS 40 (revised 2009)	Investment Property	2011
TFRS 2	Share-based Payment	2011
TFRS 3 (revised 2009)	Business Combinations (formerly TAS 43)	2011
TFRS 4	Insurance Contracts	2011
TFRS 5 (revised 2009)	Non-current Assets Held for Sale and Discontinued Operations (formerly TAS 54)	2011
TFRS 6	Exploration for and Evaluation of Mineral Resources	2011

Management is presently considering the potential impact of adopting and initial application of these new and revised TAS/TFRS on the Company's financial statements and has not been able to reach a conclusion yet.

**10. APPROVAL OF FINANCIAL STATEMENTS**

These financial statements were authorized for issued by the Company director on 20 April 2010.

## **PT TECH MAHINDRA INDONESIA**

### **Board of Directors**

Mr. Jagdish Mitra - President

Mr. C. K. Krishnadas

Mr. Milind Kulkarni

### **Registered Office**

Ariobimo Sentral 4<sup>th</sup> Flr.

Suite # 403, Jl. H. R. Rasuna Said

Kav X-2, No. 5,

Jakarta 12950,

Indonesia

### **Bankers**

HSBC Bank

### **Auditors**

Kosasih, Nurdiyaman, T Jahjo & Rekan

## DIRECTORS' REPORT TO THE SHAREHOLDERS

Your Directors present their Report together with the audited accounts of your Company for the year ended March 31, 2010.

### Financial Results (US\$)

For the year ended March 31	2010 US\$	2010 INR	2009 US\$	2009 INR
Income	21,281,741	960,338,572	14,192,421	640,432,984
Profit/(Loss) before tax	627,449	28,313,624	2,578,262	116,344,085
Profit/(Loss) after tax	420,736	18,985,705	1,788,520	80,706,981

### Review of Operations:

During the year under review, your company recorded an income of US\$ 21,281,741 (equivalent to INR 960,338,572) an increase of 50% over the last year. Profit after tax was US\$ 420,736 (equivalent to INR18,985,705), an increase of 136% over the last year. The Company continues to invest in strengthening its marketing infrastructure in Indonesia which is identified as a future growth area.

### Directors:

During the year under review, Mr. Rohit Gandhi and Mr. Andrew Tan resigned from the position of Directors and Mr. Jagdish Mitra was appointed on the Board as Director.

### Outlook for the current year:

Business has been encouraging in Indonesia and the Company looks forward to excellent growth in future.

### Acknowledgements:

Your Directors gratefully acknowledge the contributions made by the employees towards the success of the Company. Your Directors also thank the customers, suppliers, bankers, State and Federal Government Authorities and the shareholder/s for the co-operation and assistance received from them.

Milind Kulkarni  
Director

Pune, April 8, 2010

## Report of Independent Auditors

Report No. KNT&R-0146/10

The Stockholders, the Boards of Commissioners and Directors

### PT TECH MAHINDRA INDONESIA

We have audited the balance sheet of PT Tech Mahindra Indonesia (the "Company") as of March 31, 2010, and the related statements of income, changes in stockholders' equity and cash flows for the year then ended. The 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. The financial statements of the Company for the year ended March 31, 2009 were audited by other independent auditors whose report dated April 7, 2009, expressed an unqualified opinion on those statements.

We conducted our audit in accordance with auditing standards established by the Indonesian Institute of Certified Public Accountants. 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 provide a reasonable basis for our opinion.

In our opinion, the 2010 financial statements referred to above present fairly, in all material respects, the financial position of PT Tech Mahindra Indonesia as of March 31, 2010, and the results of its operations and its cash flows for the year then ended in conformity with generally accepted accounting principles in Indonesia.

**KOSASIH, NURDIYAMAN, TJAHO & REKAN**

Drs. Nunu Nurdjaman, CPA  
Public Accountant License No. 98.1.0062

April 8, 2010

The accompanying financial statements are not intended to present the financial position, results of operations, changes in stockholders' equity and cash flows in accordance with accounting principles and practices generally accepted in countries and jurisdictions other than Indonesia. The standards, procedures and practices to audit such financial statements are those generally accepted and applied in Indonesia.

**Balance Sheets****March 31, 2010****(With Comparative Figures For 2009)****(Expressed in US Dollar, unless otherwise stated)**

	<u>Notes</u>	<u>2010</u>	<u>2009</u>
<b>ASSETS</b>			
<b>CURRENT ASSETS</b>			
Cash on hand and in banks	3	923,556.11	559,733.81
Trade receivable - net	2, 4	7,910,190.88	5,772,920.25
Prepaid taxes	2, 11	256,799.14	1,817,874.61
Prepaid expense and advances	2, 5	1,143,561.29	498,569.35
<b>Total Current Assets</b>		<b>10,234,107.42</b>	<b>8,649,098.02</b>
<b>NON-CURRENT ASSETS</b>			
Deferred tax asset	2, 11	10,111.75	1,939.56
Estimated claims for tax refund	11	285,729.64	925,147.38
Fixed assets - net of accumulated depreciation	2, 6	80,664.70	51,319.90
<b>Total Non-Current Assets</b>		<b>376,506.09</b>	<b>978,406.84</b>
<b>TOTAL ASSETS</b>		<b>10,610,613.51</b>	<b>9,627,504.86</b>
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>			
<b>CURRENT LIABILITIES</b>			
Stockholders loan	2, 7, 17	-	500,000.00
Trade payable	2, 8, 17	-	-
Related party		2,385,312.11	2,819,804.60
Third parties		2,229,793.67	1,072,517.62
Accrued expenses	9	296,207.28	43,792.92
Taxes payables	11	661,693.01	1,699,580.12
Other payables	10	1,175,617.00	84,075.00
<b>Total Current Liabilities</b>		<b>6,748,623.07</b>	<b>6,219,770.26</b>
<b>NON - CURRENT LIABILITIES</b>			
Employee benefit liabilities	12	40,447.00	6,927.00
<b>Total Non - Current Liabilities</b>		<b>40,447.00</b>	<b>6,927.00</b>
<b>STOCKHOLDERS' EQUITY</b>			
Capital stock - USD 1 par value per share Authorized - 1,000,000 share Issued and fully paid - 500,000 share	13	500,000.00	500,000.00
Retained earnings		3,321,543.44	2,900,807.60
<b>Total Stockholders' Equity</b>		<b>3,321,543.44</b>	<b>3,400,807.60</b>
<b>TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY</b>		<b>10,610,613.51</b>	<b>9,627,504.86</b>

See accompanying Notes to Financial Statements which are an integral part of these financial statements.



**Statement of Income for the year ended March 31, 2010**

(With Comparative Figures For 2009)

(Expressed in US Dollar, unless otherwise stated)

	<u>Notes</u>	<u>2010</u>	<u>2009</u>
<b>REVENUE</b>	2, 14	<b>21,281,741.21</b>	14,192,420.69
<b>COST OF REVENUE</b>	2, 15	<b>14,302,352.08</b>	6,991,880.12
<b>GROSS PROFIT</b>		<b>6,979,389.13</b>	7,200,540.57
<b>OPERATING EXPENSES</b>	2, 16	<b>6,336,547.36</b>	4,630,747.61
<b>INCOME FROM OPERATIONS</b>		<b>642,841.77</b>	2,569,792.96
<b>OTHER INCOME (EXPENSES)</b>			
Loss on foreign exchange		<b>(17,296.16)</b>	(2,337.49)
Interest income (expense) - net		<b>1,903.11</b>	1,322.05
Miscellaneous		-	9,484.76
<b>Other Income (Expense) - net</b>		<b>(15,393.05)</b>	8,469.32
<b>NET INCOME BEFORE INCOME TAX BENEFIT</b>		<b>627,448.72</b>	2,578,262.28
<b>INCOME TAX BENEFIT (EXPENSE)</b>			
	2, 11		
Current		<b>(214,885.07)</b>	(791,681.48)
Deferred		<b>8,172.19</b>	1,939.56
<b>NET INCOME</b>		<b>420,735.84</b>	1,788,520.36

See accompanying Notes to Financial Statements which are an integral part of these financial statements.

**Statements of Changes in Stockholders'  
Equity for the years ended March 31, 2010**

(With Comparative Figures For 2009)

(Expressed in US Dollar, unless otherwise stated)

	Notes	Capital Stock	Retained Earnings	Total Stockholders' Equity
<b>Balance as of April 1, 2008</b>	13	<b>500,000.00</b>	<b>1,112,287.24</b>	<b>1,612,287.24</b>
Net income		-	1,788,520.36	1,788,520.36
<b>Balance as of March 31, 2009</b>		<b>500,000.00</b>	<b>2,900,807.60</b>	<b>3,400,807.60</b>
Net income		-	420,735.84	420,735.84
<b>Balance as of March 31, 2010</b>		<b>500,000.00</b>	<b>3,321,543.44</b>	<b>3,821,543.44</b>

**Statement of cash flows for the years ended March 31, 2010****(With Comparative Figures For 2009)****(Expressed in US Dollar, unless otherwise stated)**

	<u>Notes</u>	<u>2010</u>	<u>2009</u>
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>			
Net income		<b>420,735.84</b>	1,788,520.36
Adjustments to reconcile net income to net cash provided by operating activities:			
Depreciation	6	<b>41,300.30</b>	28,012.97
Deferred tax Asset		<b>(8,172.19)</b>	(1,939.56)
Employee benefits	12	<b>33,520.00</b>	6,927.00
Changes in operating assets and liabilities			
Accounts receivable		<b>(2,137,270.63)</b>	(1,493,207.46)
Other receivable		<b>321,051.19</b>	7,881.87
Prepaid taxes and expenses		<b>595,032.34</b>	(748,564.90)
Claim for tax refund		<b>639,417.74</b>	401,685.97
Other assets		-	12,116.97
Accounts payable		<b>722,783.56</b>	1,227,353.28
Taxes payable		<b>(1,037,887.11)</b>	869,065.36
Accrued expenses		<b>252,414.36</b>	-
Other payable		<b>1,091,542.00</b>	(1,773,911.56)
<b>Net Cash Provided by Operating Activities</b>		<b>934,467.40</b>	323,940.30
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>			
Acquisitions of fixed assets		<b>(70,645.10)</b>	(9,949.32)
<b>Net Cash Used in Investing Activities</b>		<b>(70,645.10)</b>	(9,949.32)
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>			
Stockholders' loan	7	<b>(500,000.00)</b>	-
<b>Net Cash Used in Financing Activities</b>		<b>(500,000.00)</b>	-
<b>INCREASE IN CASH IN BANK</b>		<b>363,822.30</b>	313,990.98
<b>CASH ON HAND AND IN BANK AT THE BEGINNING OF THE YEAR</b>	4	<b>559,733.81</b>	245,742.83
<b>CASH ON HAND IN BANK AT THE END OF THE YEAR</b>	4	<b>923,556.11</b>	559,733.81

## Notes to the financial statements for the years ended March 31, 2010

(With Comparative Figures For 2009)

(Expressed in US Dollar, unless otherwise stated)

### 1. GENERAL

PT Tech Mahindra Indonesia (the "Company") was established under the Agreement Letter of the Foreign Capital Investment No. 282/I/PMA/2006 and based on the notarial deed of Kasir SH No. 62 dated March 23, 2006. The Company's Articles of Association was approved by the Ministry of Law and Human Rights in its decision letter No. C-11861HT.01.01 dated April 25, 2006. The Company's Articles of Association has been amended several times, the latest amendment of which was made under notarial deed No.19 dated August 13, 2008 of Siti Safarjah, S.H. to comply with UU No. 40 year 2007 concerning limited liability company and changes in the boards of commissioners and directors. The deed of establishment was approved by The Ministry of Law and Human Rights under decree No. AHU-62134.01.02.Tahun 2008 dated September 12, 2008.

According to the articles of association, the Company's scope of activities consists of telecommunications and business consulting and currently engaged in providing Billing and Customer Care System Managed Services such as to PT Hutchison CP Telecommunication and others (see Note 15).

The Company commenced its commercial operations on May 1, 2006.

The Company's head office is located in Ariobimo Sentral Building at Jalan H. R. Rasuna Said Setiabudi, Jakarta Selatan.

The members of the Company's Boards of Commissioners and Directors as of March 31, 2010 (2009) are as follows:

	2010	2009
<b>Board of Commissioners</b>		
President		
Commissioner	: Chander Prakash Gurnani	Chander Prakash Gurnani
Vice President		
Commissioner	: Sonjoy Anand	Sonjoy Anand
<b>Board of Directors</b>		
President Director	: Jagdish Mitra	Manish Kumar Vyas
Director	: C. Krishandas Miliind Kulkarni	Andrew Tan Chee Seong Miliind Kulkarni

As of March 31, 2010 (2009), the Company has 105 (129) employees. (unaudited)

### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### Basis of Financial Statements

The financial statements have been prepared on the accrual basis using historical cost concept and are presented in US Dollar, unless otherwise stated. The Company maintains its books in US Dollars and has obtained approval from the Ministry of Finance No. KEP-208/PJ.42/2006 dated July 25, 2006.

The statement of cash flows, which is prepared using the indirect method, presents the receipts and payments of cash classified into operating, investing and financing activities.

#### Prepaid Expenses

Prepaid expenses are amortized over the periods benefited using the straight-line method.

#### Fixed assets

Fixed assets are stated at cost less accumulated depreciation. Depreciation is computed using the straight-line method over the estimated useful life of 4 years.

The cost of maintenance and repairs is charged to income as incurred; significant renewals and betterments are capitalized. When assets are retired or otherwise disposed of, their carrying values and the related accumulated depreciation are removed from the accounts and any resulting gain or loss is reflected in the statement of income.

#### Foreign Currency Transactions and Balances

Transactions denominated in currencies other than US Dollar are recorded at the exchange rate prevailing at the time the transactions are made. At balance sheet date, monetary assets and liabilities denominated in currencies other than US Dollars are adjusted to reflect the US Dollar prevailing rate of exchange as published by Bank Indonesia at the last transaction date for the prior.

Exchange gains or losses arising on transactions and on translation of monetary assets and liabilities in currencies other than US Dollars are recognized in the statement of income.

The exchange rates used for every US Dollar as of March 31, 2010 (2009) were Rp 9,115.00 (Rp 11,965.02).

#### Revenue Recognition

Revenue from time bound fixed price engagements is recognized using the percentage of completion method of accounting, unless work completed cannot be reasonably estimated. Provision for estimated losses, if any on uncompleted contracts are recorded in the period in which such losses become probable based on the current contract estimates.

#### Trade Receivable

Trade receivables are stated at gross less allowance for doubtful accounts. The Company provides allowance for doubtful accounts based on the result of a review on collectibles of status of individual receivable accounts at the end of the prior.

#### Transactions with Related Parties

The Company has transactions with entities which are regarded as having special relationship as defined under PSAK No. 7, "Related Party Disclosures".

Significant transactions with related parties, whether or not conducted under normal, terms and conditions as those with third parties, are disclosed in the related notes herein.

#### Income Tax

Current tax expense is provided based on the estimated taxable income for the year. Deferred tax assets and liabilities are recognized for temporary differences between the financial and the tax bases of assets and liabilities at each reporting date. Future tax benefits, such as the carry-forward of unused tax losses, are also recognized to the extent that realization of such benefits is probable.

Deferred tax is calculated at the tax rates that have been enacted or substantially enacted at balance sheet date. Changes in the carrying amount of deferred tax assets and liabilities due to a change in tax rates are charged or credited to the current year's operations, except to the extent that they relate to items previously charged or credited to stockholders' equity.

Amendment to a tax obligation is recorded when an assessment is received or, if appealed, when the result of the appeal is determined.

#### Use of Estimates

The preparation of financial statements, in conformity with generally accepted accounting principles, requires management to make estimates

## Notes to the financial statements for the years ended March 31, 2010 (Contd.)

(With Comparative Figures For 2009)

(Expressed in US Dollar, unless otherwise stated)

and assumptions that affect amount report therein. Due to the inherent uncertainty in making estimate, actual results reported in future periods may be based on amounts that differ from this estimate.

### 3. CASH ON HAND AND IN BANK

Details are as follows:

	2010	2009
Cash on hand	<b>10,294.59</b>	237.89
Cash in bank		
US. Dollar	<b>834,892.53</b>	282,690.31
Rupiah	<b>78,368.99</b>	276,805.61
<b>Total</b>	<b>923,556.11</b>	559,733.81

### 4. TRADE RECEIVABLES - NET

This account consists of:

	2010	2009
PT Hutchison CP Telecommunication	<b>6,009,063.00</b>	5,277,197.80
PT Natrindo Telepon Seluler	<b>1,652,445.57</b>	213,599.10
PT Openet	<b>116,709.25</b>	-
PT Konsulindo Informatika Perdana	<b>112,592.25</b>	721.15
PT Clarity	<b>19,380.81</b>	281,402.20
<b>Total Trade Receivables - net</b>	<b>7,910,190.88</b>	5,772,920.25

The Company's management believes that the allowance for doubtful accounts is adequate to cover possible loss that may arise from the uncollection of trade receivables.

### 5. PREPAID EXPENSES AND ADVANCES

Details are as follows:

	2010	2009
Advance to employees	<b>512,296.66</b>	368,023.39
Rental software	<b>511,737.36</b>	60,512.08
Advance to suppliers	<b>107,410.31</b>	57,916.92
Rental deposits	<b>12,116.96</b>	12,116.96
<b>Total</b>	<b>1,143,561.29</b>	498,569.35

### 6. FIXED ASSETS

	Beginning April 1, 2009	Additions	Deductions	Ending March 31, 2010
<b>2010</b>				
<b>Carrying Value</b>				
Computer	118,186.03	70,645.10	-	188,831.13
<b>Accumulated Depreciation</b>				
Computer	66,866.13	(41,300.30)	-	(108,166.43)
<b>Net Book Value</b>	<b>51,319.90</b>			<b>80,664.70</b>
<b>2009</b>				
<b>Carrying Value</b>				
Computer	108,236.71	9,949.32	-	118,186.03
<b>Accumulated Depreciation</b>				
Computer	38,853.16	28,012.97	-	66,866.13
<b>Net Book Value</b>	<b>69,383.55</b>			<b>51,319.90</b>

As of March 31, 2010 (2009), depreciation charged to operations amounted to USD 41,300.30 (USD 28,012.97), respectively (Note 12)

As of March 31, 2010 (2009), fixed assets were not covered by insurance.

### 7. STOCKHOLDERS' LOAN

This account represents unsecured loan not exceeding USD 3,000,000 obtained from Tech Mahindra Limited, India (stockholder) and the interest will be entitled to interest bear fixed of 6 % per annum. In 2009 the loan had already fully paid.

### 8. TRADE PAYABLES

Details are as follows:

	2010	2009
<b>Related Party (notes 17)</b>		
Tech Mahindra Limited	<b>2,385,312.11</b>	2,819,804.60
<b>Third Parties</b>		
Intec Systems (Asia) Sdn Bhd	<b>1,364,000.00</b>	-
Convergys	<b>256,246.90</b>	8.90
Comviva	<b>215,000.00</b>	-
KAP Haryanto Sahari & Rekan	<b>70,109.94</b>	-
PT Amanja Mega Persada	<b>51,920.00</b>	-
Subex Azure	<b>39,237.43</b>	13,000.00
PT Arsena solusindo	<b>27,190.41</b>	-
Tibco Software Inc	<b>25,270.00</b>	101,430.86
VIZ Sector Consultant	<b>22,173.89</b>	15,917.89
Infogain Systems Pvt Limited	<b>20,936.00</b>	-
6D Technologies	<b>19,873.75</b>	-
PT Focus Com	<b>18,920.33</b>	55,603.17
PT Madawani Mandiri	<b>13,608.00</b>	-
Elite Technologies Ltd	<b>11,587.00</b>	180.00
PT VisioNet International	<b>8,801.47</b>	-
Bharti Telesoft Ltd	<b>8,440.00</b>	18,257.50
Landsat Communication Pte.Ltd	<b>8,000.00</b>	8,000.00
PT Mitra Integrasi	<b>6,186.95</b>	-
Xprint	<b>6,164.55</b>	5,853.61
HQ	<b>6,144.37</b>	7,484.07
PT Datacraft Indonesia	<b>6,046.75</b>	6,046.75
PT Berca Hardaya Perkasa	<b>5,695.98</b>	164,836.69
CBA	<b>4,066.38</b>	18,554.58
PT IMSI	<b>3,194.64</b>	-
Tiendas Law Offices	<b>2,636.29</b>	2,514.09
Allianz	<b>2,019.85</b>	3,743.93
PT Iditya Putra	<b>1,926.22</b>	1,926.22
PT Sumber Daya Info Prima	<b>1,238.18</b>	1,238.18
Aston Rasuna	<b>991.96</b>	1,845.33
PT Hewlett-Packard Berce Servicingdo	<b>432.11</b>	10,424.68
Atreus Global	<b>153.00</b>	153.00
Kosasih & Nurdianaman	<b>32.64</b>	-
Bahwan Cybertek	<b>18.00</b>	18.00
Sidola	-	467,500.00
PT Oracle Indonesia	-	136,988.19
PT Aiditya Putra	-	18,436.10
Openet	-	11,025.00
Others	<b>1,530.68</b>	1,530.88
<b>Total third parties</b>	<b>2,229,793.67</b>	1,072,517.62
<b>Total Trade Payables</b>	<b>4,615,105.78</b>	3,892,322.22

### 9. ACCRUED EXPENSES

Details are as follows:

	2010	2009
Salary payable	<b>277,367.92</b>	37,572.20
Payable to employee	<b>16,145.76</b>	5,873.10
Medical claim payable	<b>2,693.60</b>	347.62
<b>Total</b>	<b>296,207.28</b>	43,792.92

## Notes to the financial statements for the years ended March 31, 2010 (Contd.)

(With Comparative Figures For 2009)

(Expressed in US Dollar, unless otherwise stated)

### 10 OTHER PAYABLES

Details are as follows:

	2010	2009
Leave encashment liabilities	145,117.00	53,575.00
Provision for expense	1,030,500.00	30,500.00
<b>Total</b>	<b>1,175,617.00</b>	<b>84,075.00</b>

### 11. TAXATION

This account consists of:

#### a Prepaid tax

	2010	2009
VAT on import purchase	<b>256,799.14</b>	1,817,874.61

Based on the prevailing tax regulations, VAT on import purchases is eligible to credit against VAT Output Payable upon payment to State Treasury.

#### b Tax payables

	2010	2009
Value added tax	-	1,405,494.91
Income tax Article 21	<b>57,045.00</b>	49,349.45
Withholding income tax Article 23	<b>678.99</b>	4,387.51
Withholding income tax Article 26	<b>603,969.02</b>	7,016.17
Estimated income tax payable Article 29	-	233,127.66
Withholding income tax Article 4 (2)	-	204.42
<b>Total</b>	<b>661,693.01</b>	1,699,580.12

#### c Current income tax expense

A reconciliation between income before income tax benefit (expense), as shown in the statements of income and estimated taxable income for the year ended March 31, 2010 (2009) is as follows:

	2010	2009
Income before corporate income tax per statements of income	<b>627,448.72</b>	2,578,262.28
Permanent differences:		
Insurance - medical claim	<b>65,324.00</b>	44,126.87
Meals	<b>26,537.65</b>	19,142.69
Income tax expenses	<b>15,302.34</b>	-
Fiscal	<b>671.46</b>	3,784.17
Staff welfare	<b>545.69</b>	-
Income already subject to final income tax:		
Interest on bank balance	<b>(1,903.11)</b>	(1,322.05)
Temporary differences:		
Employee benefit	<b>33,520.00</b>	6,927.00
<b>Estimated taxable income</b>	<b>767,446.75</b>	2,650,920.96

Taxable income is calculated by converting the income before corporate income tax and the reconciling items as stated in the income tax computations by rate of exchange as of March 31, 2010 (2009) is US Dollar = Rp 9,126.60 (Rp 11,965.02)

The computation of income tax expense - current and estimated claim for tax refund for the year ended March 31, 2010 (2009), is as follows:

	2010	2009
Estimated taxable income	<b>767,446.75</b>	2,650,920.96
Income tax expense	<b>214,885.07</b>	791,681.48
Prepayments of income tax:		
Withholding tax Article 23	<b>(437,673.21)</b>	(558,553.82)
Advance tax	<b>(62,941.50)</b>	-
Tax payable (Estimated claims for tax refund)	<b>(285,729.64)</b>	233,127.66

#### d Estimated claim of tax refund

	2010	2009
March 31, 2010	<b>285,729.64</b>	-
March 31, 2008	-	925,147.33
March 31, 2007	-	401,686.02
Adjustment by the tax office- (SKPLB No. 00136/406/06/058/08)	-	(372,681.62)
Adjustment	-	(29,004.35)
<b>Total</b>	<b>285,729.64</b>	925,147.38

On June 25, 2008, the Company received SKP No. 00136/406/06/058/08 for fiscal year 2008. Based on such SKP, the Company's overpayment of corporate income tax Article 23 amounted to USD 372,691.62.

#### e Deferred tax

Deferred income tax benefit, computed on the tax benefit of significant temporary differences between financial and tax reporting, using 25%, the maximum tax rate is as follows:

	2010	2009
Employee benefit	<b>8,172.19</b>	1,939.56
<b>Total</b>	<b>8,172.19</b>	1,939.56

#### f Deferred tax asset

	2010	2009
Employee benefit	<b>10,111.75</b>	1,939.56
<b>Total</b>	<b>10,111.75</b>	1,939.56

### 12. EMPLOYEES' BENEFITS LIABILITY

The company provides Post-Retirement Employee Benefit program in the form of severance and gratuity in accordance to labor regulation in Indonesia (Labor Law No. 13/2003 dated March 25, 2003) since the effect on the financial statements is not material. Number of employees covered by the program as of March 31, 2010 is 94 employees, (March 31, 2009 is 35 employees).

The following tables summarize the components of employee benefit expense recognized in the statements of income and the balance sheets for the employee benefit liability, as determined by

PT Padma Radya Aktuaria, an independent actuary.

#### a Net employee benefit expense:

	2010	2009
Current service cost	<b>21,330.00</b>	8,436.00
Interest cost	<b>738.00</b>	-
Actuarial losses	<b>(39.00)</b>	-
Forex (gain) loss	<b>11,491.00</b>	(1,509.00)
<b>Total</b>	<b>33,520.00</b>	6,297.00

#### b Employee benefit expense:

	2010	2009
Present value of defined benefit obligation	<b>54,070.00</b>	5,899.00
Actuarial gain (loss) not recognized in balance sheet	<b>(13,623.00)</b>	1,028.00
<b>Total</b>	<b>40,447.00</b>	6,297.00

## Notes to the financial statements for the years ended March 31, 2010 (Contd.)

(With Comparative Figures For 2009)

(Expressed in US Dollar, unless otherwise stated)

### c Movements in the employee benefit liability are as follows:

	2010	2009
Balance at beginning of year	6,297.00	-
Additional expense current year	33,520.00	6,297.00
<b>Total</b>	<b>40,447.00</b>	<b>6,297.00</b>

The principal assumptions used in determining the employee benefit liability as of March 31, 2010 (2009) are as follow:

	2010	2009
Discount rate	10.00%	12.50%
Annual salary increment rate	10.00%	10.00%
Mortality rate	100% TMI2	100% TMI2
Morbidity rate	5% TMI2	5% TMI2
Normal retirement age	60	60

### 13. CAPITAL STOCK

The details of the Company's shareholdings as of March 31, 2010 (2009) are as follows:

	Number of shares	Percentage of Ownership(%)	Share value
Tech Mahindra Limited	495,000	99	495,000.00
Mr. Atanu Sarkar	5,000	1	5,000.00
<b>Total</b>	<b>500,000</b>	<b>100</b>	<b>500,000.00</b>

### 14. REVENUE

	2010	2009
PT Hutchinson CP Telecommunications	17,811,221.64	12,678,275.34
PT Natrindo Telepon Selular	2,665,303.14	-
PT Telkom Tbk	560,306.47	648,442.00
PT Clarity	191,629.96	194,181.00
PT Sunshine	53,280.00	103,509.39
PT Konsulindo Informatika Perdana	-	568,012.96
<b>Total</b>	<b>21,281,741.21</b>	<b>14,192,420.69</b>

### 15. COST OF REVENUE

This account represents the costs incurred in developing the billing and customer care system which consist of hardware, software and services.

### 16. OPERATING EXPENSES

	2010	2009
Salaries	4,853,470.11	3,206,061.43
Travel expenses - Air Fare	569,024.64	38,021.93
Professional fees	398,396.31	528,397.76
Travelling expenses	68,315.12	412,497.59
Insurance	65,324.00	44,126.87
Telecommunication	47,204.28	15,339.11
Rental	45,738.72	64,054.73
Bank charges	45,153.61	35,854.71
Depreciation of fixed assets	41,300.30	28,012.97
Insurance Jamsostek	34,683.79	7,219.40
Employee benefit	33,520.00	6,927.00
Meals	26,537.65	19,142.69
Income tax	15,302.34	-
Other interest paid	9,321.92	38,284.60
Pantry expense	9,259.10	5,266.61
Travel inland	4,582.47	6,743.73
Maintenance charges	2,864.60	2,669.08
Car/Running expense	1,670.70	27,707.74
Power	1,292.38	-
Courier expenses	1,115.71	1,411.27
General office expenses	891.39	45,986.41
Fiscal expense	671.46	3,784.17
Airport tax	671.26	1,142.25

	2010	2009
Staff welfare	545.69	-
Recruitment expense	189.86	-
Subscription charges	-	15,000.00
Advertising & publicity expenses	-	12,610.93
Gas, water and electricity	-	4,349.50
Training expense - Fees	-	3,227.77
Consumable	-	2,084.93
Miscellaneous	-	-
(each account below US. Dollar 100.00)	59,499.95	54,822.43
<b>Total</b>	<b>6,336,547.36</b>	<b>4,630,747.61</b>

### 17. TRANSACTION WITH RELATED PARTIES

The nature of transactions and the related balances summarized below:

	2010	2009
Trade Payable (Note 8)		
Tech Mahindra Limited (shareholder)	2,385,312.11	2,819,804.60
Percentage to total liabilities	38.12%	45.85%
Stockholder's loan (Note 7)		
Tech Mahindra Limited (shareholder)	-	500,000.00
Percentage to total liabilities	-	10.45%

### 18. SIGNIFICANT CONTRACT

In 2006, the Company and Tech Mahindra Limited (formerly known as Mahindra-British-Telecom Limited), the shareholder, entered into an agreement with PT Hutchison CP Telecommunication (HCPT). The Company and the shareholder, as the Contractor, agreed to provide Billing and Customer Care System (System) Management Services to HCPT. Under the agreement, the Contractor shall supply a complete turnkey delivery of the System, which includes (but not limited to) HCPT Customer Care, order management, provisioning, mediation, product management/catalogue, resource management, billing and invoicing, payment and collection, interconnect accounting, dealer and partner management, fraud management, reporting, revenue sharing and settlement, rating engine, tariff management, account and balance management and voucher management system. The System shall include hardware, software and services. The agreement shall be valid until December 31, 2009 or until terminated earlier in accordance with the provisions of the agreement.

### 19. REVISED STATEMENT OF FINANCIAL ACCOUNTING STANDARDS

The Indonesian Institute of Certified Public Accountants issued the Revised Statement of Financial Accounting Standards (PSAK), as follows:

- PSAK No. 50 (revised 2006), "Financial Instruments: Presentation and Disclosures" contains the requirements for the presentation of financial instruments and identifies the information that should be disclosed. The presentation requirements apply to the classification of financial instruments, from the perspective of the issuer, into financial assets, financial liabilities and equity instruments; the classification or related interests, dividend, losses and gains; and the circumstances in which financial assets and financial liabilities should be offset. This standard requires the disclosure, among others, of information about factors that affect the amount, timing and certainty of an entity's future cash flows relating to financial instruments and the accounting policies applied to those instruments. PSAK No. 50 (Revised 2006) supersedes PSAK No. 50, "Accounting for Certain Investments in Securities" and is applied prospectively for the periods.

Beginning on or after January 1, 2009 (which was subsequently revised to January 1, 2010). Earlier application is permitted and should be disclosed.

- PSAK No. 55 (Revised 2006), "Financial Instruments: Recognition and Measurement" establishes the principles for recognizing and

## Notes to the financial statements for the year ended March 31, 2010 (Contd.)

(With Comparative Figures For 2009)

(Expressed in US Dollar, unless otherwise stated)

measuring financial assets, financial liabilities, and some contracts to buy or sell non-financial items. This standard provides for the definitions and characteristics of a derivative, the categories of financial instruments, recognition and measurement, hedge accounting and determination of hedging relationships, among others PSAK No. 55 (Revised 2006) supersedes, "Accounting for derivative Instruments and Hedging Activities, and is applied prospectively for financial statements covering the periods beginning on or after January 1, 2009 (which was subsequently

revised to January 1, 2010). Earlier application is permitted and should be disclosed.

The Company is currently evaluating the impact of the Revised PSAK No. 50, 55 and has not yet determined the effects on its financial statements.

### 20 COMPLETION OF THE FINANCIAL STATEMENTS

The management of the Company is responsible for the preparation of these financial statements that were completed on April 8, 2010.

## SCHEDULE A

### Notes to supplementary information for the year ended March 31, 2010

(With Comparative Figures For 2009)

(Expressed in Indian Rupee, unless otherwise stated)

Preparation of Indian Rupee Accounts

The Company's statutory financial statements are presented in United States Dollar. The translation of the US Dollar amounts into Indian Rupee is presented solely for the purpose of additional analysis of the ultimate holding company and therefore, should not be used

for any other purposes. The translation of the US Dollar financial statement balances into Indian Rupee should not be construed as representing that the US Dollar amount have been, could have been, or could in the future be, converted into Indian Rupee at the exchange rates applied in the translation of US Dollar amount into Indian Rupee or any other rates of exchange.

The US Dollar amounts are translated for convenience into Indian Rupees at the exchange rate of INR 45.125 to USD 1 for the year ended March 31, 2010 (INR 45.125 to USD 1 for the year ended March 31, 2009) respectively, which is the average of the telegraphic transfer buying and selling rates quoted by the Mumbai Branch of State Bank of India on March 31, 2010 (2009), respectively.

## SCHEDULE B

### Balance Sheets March 31, 2010

(With Comparative Figures For 2009)

(Expressed in Indian Rupee, unless otherwise stated)  
(UNAUDITED)

	Notes	2010	2009
<b>ASSETS</b>			
<b>CURRENT ASSETS</b>			
Cash on hand and in banks	A	41,675,469.60	25,257,988.18
Trade receivable - net		356,947,363.46	260,503,026.28
Prepaid taxes	F	11,588,061.41	82,031,591.78
Prepaid expense and advances		51,603,203.21	22,497,941.92
<b>Total Current Assets</b>		<b>461,814,097.68</b>	<b>390,290,548.16</b>
<b>NON-CURRENT ASSETS</b>			
Deferred tax asset	F	456,292.72	87,522.65
Estimated claims for tax refund	F	12,893,549.81	41,747,275.41
Fixed assets - net of accumulated depreciation	B	3,639,994.59	2,315,810.49
<b>Total Non-Current Assets</b>		<b>16,989,837.12</b>	<b>44,150,608.55</b>
<b>TOTAL ASSETS</b>		<b>478,803,934.80</b>	<b>434,441,156.71</b>

	Notes	2010	2009
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>			
<b>CURRENT LIABILITIES</b>			
Stockholders' Loan		-	22,562,500.00
Trade payable	C		
Related party		107,637,208.96	127,243,682.58
Third parties		100,619,439.36	48,397,357.60
Accrued expenses	D	13,366,353.51	1,976,155.52
Taxes payables	F	29,858,897.08	76,693,552.92
Other payable	E	53,049,717.28	3,793,884.26
<b>Total Current Liabilities</b>		<b>304,531,616.19</b>	<b>280,667,132.88</b>
<b>NON - CURRENT LIABILITIES</b>			
Employee benefit liabilities		1,825,170.88	312,580.88
Total Non - Current Liabilities		1,825,170.88	312,580.88
<b>STOCKHOLDERS' EQUITY</b>			
Capital stock - USD 1 par value per share			
Authorized - 1,000,000 share			
Issued and fully paid - 500,000 share	G	22,562,500.00	22,562,500.00
Retained earnings		149,884,647.73	130,898,942.95
<b>Total Stockholders' Equity</b>		<b>172,447,147.73</b>	<b>153,461,442.95</b>
<b>TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY</b>		<b>478,803,934.80</b>	<b>434,441,156.71</b>

## SCHEDULE C

### Statements of Income for the year ended March 31, 2010

(With Comparative Figures For 2009)

(Expressed in India Rupee, unless otherwise stated)  
UNAUDITED

<b>REVENUE</b>	H	<b>960,338,572.16</b>	640,432,983.64
<b>COST OF REVENUE</b>		<b>645,393,637.61</b>	315,508,590.42
<b>GROSS PROFIT</b>		<b>314,944,934.55</b>	324,924,393.22
<b>OPERATING EXPENSES</b>	I	<b>285,936,699.62</b>	208,962,485.90
<b>INCOME FROM OPERATIONS</b>		<b>29,008,234.93</b>	115,961,907.32



## SCHEDULE C (Contd.) Statements of Income for the year ended March 31, 2010

(With Comparative Figures For 2009)  
(Expressed in India Rupee, unless otherwise stated)  
UNAUDITED

	Notes	2010	2009
<b>OTHER INCOME (EXPENSES)</b>			
Gain (Loss) on foreign exchange		<b>(780,489.08)</b>	(105,479.24)
Interest income (expense) - net		<b>85,877.84</b>	59,657.51
Miscellaneous		-	427,999.80
<b>Other Income (Expense) - net</b>		<b>(694,611.24)</b>	382,178.07
<b>NET INCOME BEFORE INCOME TAX BENEFIT</b>		<b>28,313,623.69</b>	116,344,085.39
<b>INCOME TAX BENEFIT (EXPENSE)</b>	F		
Current		<b>(9,696,688.98)</b>	(35,724,626.79)
Deferred		<b>368,770.07</b>	87,522.65
<b>NET INCOME</b>		<b>18,985,704.78</b>	80,706,981.25

## SCHEDULE D Statements of Changes in Shareholders' equity for the year ended March 31, 2010

(With Comparative Figures For 2009)  
(Expressed in India Rupee, unless otherwise stated )  
UNAUDITED

	Notes	Capital Stock	Retained Earnings	Total Shareholders' Equity
Balance as of April 1, 2008	G	22,562,500.00	50,191,961.70	72,754,461.70
Net income		-	80,706,981.25	80,706,981.25
Balance as of March 31, 2009		22,562,500.00	130,898,942.95	153,461,442.95
Net income		-	18,985,704.78	18,985,704.78
Balance as of March 31, 2010		22,562,500.00	149,884,647.73	172,447,147.73

## SCHEDULE E Statements of Cash Flows for the year ended March 31, 2010

(Expressed in India Rupee, unless otherwise stated)  
UNAUDITED

	Notes	2010	2009
<b>CASH FLOW FROM OPERATING ACTIVITIES</b>			
Net income		<b>18,985,704.78</b>	80,706,981.25
Adjustments to reconcile net income to net cash provided by operating activities:			
Depreciation	B	<b>1,863,676.04</b>	1,264,085.27
Deffered tax asset		<b>(368,770.07)</b>	(87,522.65)
Employee benefits		<b>1,512,590.00</b>	312,580.88
Changes in operating assets and liabilities			
Accounts receivable		<b>(96,444,337.18)</b>	(67,380,986.63)
Other receivable		<b>14,487,434.95</b>	355,669.38
Prepaid taxes and expenses		<b>26,850,834.12</b>	(33,778,991.11)
Claim for tax refund		<b>28,853,725.60</b>	18,126,079.40
Other assets		-	546,778.27
Accounts payable		<b>32,615,608.15</b>	55,384,316.76
Taxes payable		<b>(46,834,655.84)</b>	39,216,574.37
Accrued expenses		<b>11,390,198.00</b>	-
Other payable		<b>49,255,833.02</b>	(80,047,759.15)
<b>Net Cash Provided by (Used in) Operating Activities</b>		<b>42,167,841.57</b>	14,617,806.04
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>			
Acquisitions of fixed assets		<b>(3,187,860.14)</b>	(448,963.07)
<b>Net Cash Provided by (Used in) Investing Activities</b>		<b>(3,171,258.54)</b>	(448,963.07)
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>			
Stockholders' loan		<b>(22,562,500.00)</b>	-
<b>Net Cash Used in Financing Activities</b>		<b>(22,562,500.00)</b>	-
<b>INCREASE (DECREASE) IN CASH IN BANK</b>		<b>16,417,481.43</b>	14,168,842.97
<b>CASH ON HAND AND IN BANKS AT BEGINNING OF THE YEAR</b>	A	<b>25,257,988.18</b>	11,089,145.20
<b>CASH ON HAND IN BANKS AT END OF THE YEAR</b>	A	<b>41,675,469.60</b>	25,257,988.18

## SCHEDULE F

### Details of Accounts for the year ended March 31, 2010

(With Comparative Figures For 2009)  
(Expressed in India Rupee, unless otherwise stated)  
UNAUDITED

#### A CASH ON HAND AND IN BANK

Details are as follows:

	2010	2009
Cash on hand	464,543.37	10,734.79
Cash in bank		
US Dollar	37,674,525.42	12,490,853.15
Rupiah	3,536,400.81	12,756,400.24
<b>Total</b>	<b>41,675,469.60</b>	<b>25,257,988.18</b>

#### B FIXED ASSETS

The details of fixed assets are as follows:

	2010	2009
Cost	8,521,004.74	5,333,144.60
Accumulated depreciation	(4,881,010.15)	(3,017,334.12)
<b>Total</b>	<b>3,639,994.59</b>	<b>2,315,810.48</b>

#### C TRADE PAYABLE

Details are as follows:

	2010	2009
<b>Related Party</b>		
Tech Mahindra Limited	107,637,208.96	127,243,682.58
<b>Third Parties</b>		
Intec System (Asia) Sdn Bhd	61,550,500.00	-
Convergys	11,563,141.36	401.61
Comviva	9,701,875.00	-
KAP Haryanto Sahari & Rekan	3,163,711.04	-
PT Amanja Mega Persada	2,342,890.00	-
Subex Azure	1,770,589.03	586,625.00
PT Arseno solusindo	1,226,967.25	-
Tibco Software Inc	1,140,308.75	4,577,067.56
VIZ Sector Consultant	1,000,596.79	718,294.79
Infogain Systems Pvt Limited	944,737.00	-
6D Technologies	896,802.97	-
PT Focus Com	853,779.89	2,509,093.05
PT Madawani Mandiri	614,061.00	-
Elite Technologies Ltd,	522,863.38	8,122.50
PT VisioNet International	397,166.33	-
Bharti Telesoft Ltd	380,855.00	823,869.69
Landsat Communication Pte,Ltd,	361,000.00	361,000.00
PT Mitra Integrasi	279,186.12	-
Xprint	278,175.32	264,144.15
HQ	277,264.70	337,718.66
PT Datacraft Indonesia	272,859.59	272,859.59
PT Berca Hardaya Perkasa	257,031.10	7,438,255.64
CBA	183,495.40	837,275.42
PT IMSI	144,158.13	-
Tiendas Law Offices	118,962.59	113,448.31
Allianz	91,145.73	168,944.84
Iditya Putra	86,920.68	86,920.68
PT Sumber Daya Info Prima	55,872.87	55,872.87
Aston Rasuna	44,762.20	83,270.52
PT Hewlett-Packard Berce Servicindo	19,498.96	470,413.69
Atreus Global	6,904.13	6,904.13
Kosasih, Nurdjaman, Tjahjo, and Partners	1,472.88	-
Bahwan Cybertek	812.25	812.25
PT Oracle Indonesia	-	6,181,592.07
Openet	-	497,503.13
PT Aiditya Putra	-	831,929.01
Sidola	-	21,095,937.50
Others	69,071.94	69,080.96
<b>Total third parties</b>	<b>100,619,439.36</b>	<b>48,397,357.60</b>
<b>Total trade payables</b>	<b>208,256,648.32</b>	<b>175,641,040.18</b>

#### SCHEDULE F (Contd.)

PT TECH MAHINDRA INDONESIA

DETAILS OF ACCOUNTS

FOR THE YEAR ENDED MARCH 31, 2010

(With Comparative Figures For 2009)

(Expressed in Indian Rupee, unless otherwise stated)

(UNAUDITED)

#### D ACCRUED EXPENSES

Details are as follows:

	2010	2009
Salary payable	12,516,226.94	1,695,445.53
Payable to employee	728,577.42	265,023.64
Medical claim payable	121,549.15	15,686.35
<b>Total</b>	<b>13,366,353.51</b>	<b>1,976,155.52</b>

#### E OTHER PAYABLES

Details are as follows:

	2010	2009
Leave encashment liabilities	6,548,404.62	2,417,571.87
Provision for expense	46,501,312.66	1,376,312.39
<b>Total</b>	<b>53,049,717.28</b>	<b>3,793,884.26</b>

#### F TAXATION

This account consists of:

##### a Prepaid tax

	2010	2009
VAT on import purchase	11,588,061.41	82,031,591.78

Based on the prevailing tax regulations, VAT on import purchases is eligible to credit against VAT Output Payable upon payment to State Treasury.

##### b Tax payables

	2010	2009
Value added tax	-	63,422,957.82
Income tax Article 21	2,574,155.63	2,226,893.93
Withholding income tax Article 23	30,639.42	197,986.39
Withholding income tax Article 26	27,254,102.03	316,604.67
Estimated income tax payable Article 29	-	-
Withholding income tax Article 4 (2)	-	9,224.45
Provision tax	-	10,519,885.66
Advance tax	-	-
<b>Total</b>	<b>29,858,897.08</b>	<b>76,693,552.92</b>

##### c Current income tax expense

A reconciliation between income before income tax, as shown in the statements of income and estimated taxable income for the nine months period ended March 31, 2010 (2009) is as follows:

	2010	2009
Income before corporate income tax per statements of income	28,313,623.69	116,344,085.39
Permanent differences:		
Insurance - medical claim	2,947,745.50	1,991,225.01
Meals	1,197,511.46	863,813.89
Income tax expenses	690,518.09	-
Fiscal	30,299.63	170,760.67
Staff welfare	24,624.26	-
Income already subject to final income tax:		
Interest on bank balance	(85,877.84)	(59,657.51)
Temporary differences:		
Employee benefit	1,512,590.00	312,580.88
<b>Estimated taxable income</b>	<b>34,631,034.79</b>	<b>119,622,808.33</b>

SCHEDULE F (Contd.)  
PT TECH MAHINDRA INDONESIA  
DETAILS OF ACCOUNTS  
FOR THE YEAR ENDED MARCH 31, 2010  
(With Comparative Figures For 2009)  
(Expressed in Indian Rupee, unless otherwise stated)  
(UNAUDITED)

The computation of income tax expense - current and estimated claim for tax refund for the year ended March 31, 2010 (2009), is as follows:

	2010	2009
Estimated taxable income	34,631,034.79	119,622,808.33
Income tax expense	9,696,688.98	35,724,626.79
Prepayments of income tax:		
Withholding tax Article 23	(19,750,003.60)	(25,204,741.13)
Advance tax	(2,840,235.19)	-
<b>Tax payable (Estimated claims for tax refund)</b>	<b>(12,893,549.81)</b>	<b>10,519,885.66</b>

d **Estimated claim of tax refund**

	2010	2009
March 31, 2010	12,893,549.81	-
March 31, 2008	-	41,747,273.27
March 31, 2007	-	18,126,081.65
Adjustment by the tax office- (SKPLB No. 00136/406/06/058/08)	-	(16,817,258.10)
Adjustment	-	(1,308,821.41)
<b>Total</b>	<b>12,893,549.81</b>	<b>41,747,275.41</b>

On June 25, 2008, the Company received SKP No. 00136/406/06/058/08 for fiscal year 2008. Based on such SKP, the Company's overpayment of corporate income tax article 23 amounted to USD 372,691.62.

**G CAPITAL STOCK**

The details of the Company's shareholdings as of March 31, 2010 (2009) are as follows:

	2010	2009
Capital stock	22,562,500.00	22,562,500.00
Retained earning	130,898,942.95	50,191,961.70
Current earning of the year	18,985,704.78	80,706,981.25
<b>Total</b>	<b>172,447,147.73</b>	<b>153,461,442.95</b>

**H REVENUE**

	2010	2009
PT Hutchinson CP		
Telecommunications	803,731,376.51	572,107,174.72
PT Natrindo Telepon Selular	120,271,804.19	-
PT Telkom Tbk	25,283,829.07	29,260,945.25
PT Clarity	8,647,302.40	8,762,417.63
PT Sanshine	2,404,260.00	4,670,861.22
PT Konsulindo Informatika Perdana	-	25,631,584.82
<b>Total</b>	<b>960,338,572.16</b>	<b>640,432,983.64</b>

SCHEDULE F (Contd.)  
PT TECH MAHINDRA INDONESIA  
DETAILS OF ACCOUNTS  
FOR THE YEAR ENDED MARCH 31, 2010  
(With Comparative Figures For 2009)  
(Expressed in Indian Rupee, unless otherwise stated)  
(UNAUDITED)

**I OPERATING EXPENSES**

	2010	2009
Salaries	219,012,838.71	144,673,522.03
Travelling expenses	25,677,236.88	1,715,739.59
Professional fees	17,977,633.49	23,843,948.92
Travel expenses - Air Fare	3,082,719.79	18,613,953.75
Insurance	2,947,745.50	1,991,225.01
Telecommunication	2,130,093.14	692,177.34
Rental	2,063,959.74	2,890,469.69
Bank charges	2,037,556.65	1,617,943.79
Depreciation of property and equipment	1,863,676.04	1,264,085.27
Insurance Jamsostek	1,565,106.02	325,775.43
Employee benefits	1,512,590.00	312,580.88
Meals	1,197,511.46	863,813.89
Income tax	690,518.09	-
Other interest paid	420,651.64	1,727,592.58
Pantry expense	417,816.89	237,655.78
Travel inland	206,783.96	304,310.82
Maintenance charges	129,265.08	120,442.24
Car/Running expense	75,390.34	1,250,311.77
Power	58,318.65	-
Courier expenses	50,346.41	63,683.56
General office expenses	40,223.97	2,075,136.75
Fiscal expense	30,299.63	170,760.67
Airport tax	30,290.61	51,544.03
Staff welfare	24,624.26	-
Recruitment expense	8,567.43	-
Subscription charges	-	676,875.00
Advertising & publicity expenses	-	569,068.22
Gas, water and electricity	-	196,271.19
Training expenses	-	145,653.12
Consumable	-	94,082.47
Miscellaneous (each account below US Dollar 100.00)	2,684,935.24	2,473,862.15
<b>Total</b>	<b>285,936,699.62</b>	<b>208,962,485.90</b>

See accompanying notes to Financial Statement, which are an integral part of these financial statements.

## **CANVASM TECHNOLOGIES LIMITED**

### **Board of Directors**

Mr. Vineet Nayyar - Chairman

Mr. C. P. Gurnani

Mr. Geoffrey Roman

Mr. Navin Mehta

Mr. Sanjay Kalra

Mr. Ulhas N. Yargop

### **Registered Office**

Oberoi Gardens Estate,  
Chandivali,  
Off Saki Vihar Road,  
Andheri (E)  
Mumbai 400 072

### **Bankers**

HSBC Bank

### **Auditors**

Deloitte Haskins & Sells,  
Chartered Accountants

## DIRECTORS' REPORT TO THE SHAREHOLDERS

Your Directors present their Fourth Annual Report together with the audited Accounts of the Company for the year ended 31<sup>st</sup> March 2010.

### FINANCIAL RESULTS

	(Rupees)	
For the year ended March 31,	<b>2010</b>	2009
Income	<b>763,425,160</b>	440,821,119
Expenditure	<b>571,460,085</b>	422,101,155
Depreciation	<b>33,152,599</b>	14,601,096
Profit/(Loss) Before Tax & Extra Ordinary items	<b>158,812,476</b>	4,118,868
Provision for Taxation	<b>34,808,541</b>	-
Deferred Taxes Charge/(Credit)	<b>(12,608,395)</b>	-
Provision for Fringe Benefit Tax	-	698,930
Extra Ordinary Items		
Profit/(Loss) after Tax	<b>136,612,330</b>	3,419,938

### APPROPRIATIONS

Transfer to General Reserve	-	-
Proposed dividend (Equity)		
Dividend Distribution tax		
Profit Carried forward to Balance Sheet	-	-

### DIVIDEND

Your Directors do not recommend any dividend for the year under review.

### BUSINESS OVERVIEW

Value Added Services has evolved from a mere communication service to a plethora of information and varied customized services to serve the consumer requirements spanning from livelihood to lifestyle. In the changing market scenario, VAS is being seen fueling its expansion in emerging markets like MEA & APAC where large chunks of revenues are expected to flow in the near future.

CanvasM has been focusing on building, operating and managing end-to-end VAS solutions for customers spanning across Telco's, Enterprise and Media house with focus on VAS verticals of Commerce, Utility and Digital Asset Management.

We are well positioned to contribute to the VAS landscape, through evolved offerings and 360 degree service delivery expertise spanning across Telco's from Tech Mahindra and cross -domain eco-system partner like Banks, Media houses etc from Mahindra Satyam.

As way forward we are focusing on two pronged strategy which is as follows:-

- CanvasM has planed and is in process of launching few VAS services on D2C model for Indian market spanning across VAS verticals like Voice based solutions for the bottom of the pyramid segment, Commerce solutions for enabling contact less payments, Digital promotion solutions replacing paper based coupons with mobile coupons powered by quick response technology and Entertainment solutions with focus on aggregation of niche content like education etc. Besides contributing to top line of CanvasM these VAS services would also enable our positioning as potential VAS Managed Services partners for our customers and create a set of services that will become ubiquitous with the consumers lifestyle
- Leveraging the installed Telco customer base of Tech Mahindra across the focus geographies of North America, Europe, India, MEA & APAC to cross sell and up sell VAS solutions. Dedicated pre-sales / sales teams have been set up for each of these focus geos. In these customers Canvasm is focussed on providing VAS solutions around platforms and applications providing content, location and commerce solutions.

### HUMAN RESOURCE MANAGEMENT

Recognizing the value of human resources as the Company's growth potential, your company has been focusing on development and management of human resources in the Company. The Company has put in place a scalable recruitment and human resource management process, enabling it to attract and retain high caliber employees.

The Company recognizes the fact that to grow and compete in an extremely fierce competitive environment it needs to retain and grow the best talent in the industry. A number of steps were taken during the year to further strengthen the HR Processes within the Company.

**FIXED DEPOSITS**

Your Company has not accepted any fixed deposits and, as such, no amount of principal or interest was outstanding as on the balance sheet date.

**SUBSIDIARY COMPANIES**

The Company has a subsidiary in USA namely CanvasM (Americas) Inc.

**CONSOLIDATED FINANCIAL STATEMENTS**

The Financial Statements of your Company and its subsidiary are attached herewith. These consolidated Financial Statements of the Company and its subsidiary have been prepared in accordance with Accounting Standard 21. These Consolidated accounts have been prepared on the basis of audited financial statements received from the Subsidiary Company as approved by its Board. A statement pursuant to section 212 of the Companies Act, 1956 forms part of the Annual Report.

**INTERNAL CONTROL SYSTEMS AND ADEQUACY**

Your Company has an adequate system of internal controls commensurate with the size of the Company and the nature of its business which ensures that transactions are recorded, authorized and reported correctly apart from safeguarding its assets against loss from wastage, unauthorized use and disposition.

The internal control system is supplemented by well documented policies, guidelines and procedures. An extensive programme of internal audit by a firm of chartered accountants and management review of the same is in place.

**DIRECTORS**

Mr. Vineet Nayyar and Mr. Ulhas N Yargop retire by rotation and being eligible offer themselves for re-appointment.

**AUDITORS**

M/s Deloitte Haskins & Sells, Chartered Accountants, the Auditors of your Company, hold office up to the conclusion of the forthcoming Annual General Meeting of the Company and have given their consent for re-appointment. The shareholders will be required to elect auditors for the current year and fix their remuneration. Your Company has received a written confirmation from M/s Deloitte Haskins & Sells to the effect that their appointment, if made, would be in conformity with the limits prescribed in Section 224 of the Companies Act, 1956. The Board recommends the re-appointment of M/s Deloitte Haskins & Sells as the Auditors of the Company.

**CONSERVATION OF ENERGY, RESEARCH AND DEVELOPMENT, TECHNOLOGY ABSORPTION, FOREIGN EXCHANGE EARNINGS AND OUTGO****1. Conservation of Energy**

The operations of your Company are not energy-intensive. However, adequate measures have been initiated to reduce energy consumption. As energy costs comprise a very small part of your company's total expenses, the financial impact of these measures is not material.

**2. Research & Development (R&D)**

Research and development of new services, designs, frameworks, process and methodologies continue to be of importance to the Company. This allows your Company to increase quality, productivity and customer satisfaction through continuous innovation.

**3. Foreign Exchange earnings and outgo**

The foreign exchange earnings of your Company during the year were Rs. 633,041,353 (Previous Year - Rs. 317,779,273) while the outgoings were Rs. 427,890,125 (Previous Year - 261,057,735).

**PARTICULARS OF EMPLOYEES**

As required under Section 217(2A) of the Companies Act, 1956, and the Rules made thereunder, a statement containing particulars of the Company's employees who were in receipt of remuneration of not less than Rs. 2,400,000 during the year ended 31st March 2010, or of not less than Rs. 200,000 per month, if employed for part of the year, is given in the Annexure to this Report.

**DIRECTORS' RESPONSIBILITY STATEMENT**

Pursuant to section 217(2AA) of the Companies Act, 1956, your Directors, based on the representation received from the Operating Management, and after due enquiry, confirm that:

- i. in the preparation of the annual accounts, the applicable accounting standards have been followed;
- ii. they have, in the selection of the accounting policies, consulted the Statutory Auditors and these have been applied consistently and reasonable and prudent judgments and estimates have been made so as to give a true and fair view of the state of affairs of the Company as at 31<sup>st</sup> March 2010 and of the profit of the Company for the year ended on that date;
- iii. proper and sufficient care has been taken for the maintenance of adequate accounting records in

accordance with the provisions of the Companies Act, 1956 for safeguarding the assets of the Company and for preventing and detecting fraud and other irregularities;

- iv. the annual accounts have been prepared on a going concern basis.

#### **ACKNOWLEDGEMENTS**

Your Directors gratefully acknowledge the contributions made by employees towards the success of your Company. Your Directors are also thankful for the co-operation and assistance received from its customers, vendors, bankers, STPI, regulatory and governmental authorities in India and abroad and its shareholders.

For and on behalf of the Board

Vineet Nayyar  
Chairman

Place : New Delhi  
Date : April 29, 2009

**Particulars of loans/advances and investment in its own shares by listed companies, their subsidiaries, associates, etc., required to be disclosed in the annual accounts of the Company pursuant to Clause 32 of the Listing Agreement with the parent company, Tech Mahindra Limited:**

Loans and advances in the nature of loans to subsidiaries - NIL

Loans and advances in the nature of loans to associates, loans and advances in the nature of loans where there is no repayment schedule or repayment beyond seven years or no interest or interest below section 372A of the Companies Act, 1956 and loans and advances in the nature of loans to firms/companies in which directors are interested - NIL

**AUDITORS' REPORT****TO THE MEMBERS OF  
CANVASM TECHNOLOGIES LIMITED**

1. We have audited the attached Balance Sheet of CANVASM TECHNOLOGIES LIMITED ("the Company") as at 31st March, 2010, the Profit and Loss Account and the Cash Flow Statement of the Company for the year ended on that date, both annexed thereto. These financial statements are the responsibility of the Company's Management. Our responsibility is to express an opinion on these financial statements based on our audit.
2. We conducted our audit in accordance with the auditing standards generally accepted in India. Those Standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatements. An audit includes examining, on a test basis, evidence supporting the amounts and the disclosures in the financial statements. An audit also includes assessing the accounting principles used and the significant estimates made by the 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 (CARO) issued by the Central Government in terms of Section 227(4A) 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 in paragraph 3 above, we report as follows:
  - (a) we have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purposes of our audit ;
  - (b) in our opinion, proper books of account as required by law have been kept by the Company so far as it appears from our examination of those books ;
- (c) the Balance Sheet, the Profit and Loss Account and the Cash Flow Statement dealt with by this report are in agreement with the books of account ;
- (d) in our opinion, the Balance Sheet, the Profit and Loss Account and the Cash Flow Statement dealt with by this report are in compliance with the Accounting Standards referred to in Section 211(3C) of the Companies Act, 1956 ;
- (e) in our opinion and to the best of our information and according to the explanations given to us, the said accounts give the information required by the Companies Act, 1956 in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India :
  - (i) in the case of the Balance Sheet, of the state of affairs of the Company as at 31st March, 2010 ;
  - (ii) in the case of the Profit and Loss Account, of the profit of the Company for the year ended on that date and
  - (iii) in the case of the Cash Flow Statement, of the cash flows of the Company for the year ended on that date.
5. On the basis of the written representations received from the Directors as on 31st March, 2010 taken on record by the Board of Directors, none of the Directors is disqualified as on 31st March, 2010 from being appointed as a director in terms of Section 274(1)(g) of the Companies Act, 1956.

For **Deloitte Haskins & Sells**  
Chartered Accountants  
(Registration No. 015125N)

Place : Gurgaon  
Date : April 29, 2010

Vijay Agarwal  
Partner  
Membership No. 094468



**ANNEXURE TO THE AUDITORS' REPORT**

(Referred to in paragraph 3 of our report of even date)

- (i) Having regard to the nature of the Company's business/activities/result, clauses (ii), (viii), (x) and (xiii) of CARO are not applicable.
- (ii) In respect of its fixed assets:
  - (a) The Company has maintained proper records showing full particulars, including quantitative details and situation of the fixed assets.
  - (b) The fixed assets were physically verified during the year by the Management in accordance with a regular programme of verification which, in our opinion, provides for physical verification of all the fixed assets at reasonable intervals. According to the information and explanation given to us, no material discrepancies were noticed on such verification.
  - (c) The fixed assets disposed off during the year, in our opinion, do not constitute a substantial part of the fixed assets of the Company and such disposal has, in our opinion, not affected the going concern status of the Company.
- (iii) According to the information and explanations given to us, the Company has during the year, neither granted nor taken any loans, secured or unsecured to/from companies, firms and other parties covered in the register maintained under section 301 of the Companies Act, 1956. Accordingly, paragraphs 4(iii) (b) to (g) of the Order are not applicable.
- (iv) In our opinion and according to the information and explanations given to us, there is an adequate internal control system commensurate with the size of the Company and the nature of its business with regard to purchases of fixed assets and the sale of services and its related products. During the course of our audit, we have not observed any major weakness in such internal control system.
- (v) According to the information and explanations given to us, we are of the opinion that during year, there are no contracts or arrangements referred to in section 301 of the Companies Act, 1956 that need to be entered in the register required to be maintained under that section. Accordingly, paragraphs 4(v) (a) and (b) of the Order are not applicable.
- (vi) As the Company has not accepted any deposits from the public, paragraph 4(vi) of the Order is not applicable.
- (vii) In our opinion, the internal audit functions carried out during the year by a firm of Chartered Accountants appointed by the Management have been commensurate with the size of the Company and the nature of its business.
- (viii) According to the information and explanations given to us in respect of statutory dues:
  - (a) The Company has generally been regular in depositing undisputed dues, including Provident Fund, Investor Education and Protection Fund, Employees' State Insurance, Income-tax, Sales Tax, Wealth Tax, Service Tax, Custom Duty, Excise Duty, Cess and other material statutory dues applicable to it with the appropriate authorities.
  - (b) There were no undisputed amounts payable in respect of Income-tax, Wealth Tax, Custom Duty, Excise Duty, Cess and other material statutory dues in arrears as at 31st March, 2010 for a period of more than six months from the date they became payable.
  - (c) There are no dues of Income-tax, Sales Tax, Wealth Tax, Service Tax, Custom Duty, Excise Duty and Cess which have not been deposited as on 31st March, 2010 on account of disputes.
- (ix) The Company has neither taken loans from any financial institutions or banks nor has issued any debentures during the year.
- (x) In our opinion and according to the explanations given to us, the Company has not granted any loans and advances on the basis of security by way of pledge of shares, debentures and other securities during the year.
- (xi) In our opinion and according to the information and explanations given to us, the Company is not dealing or trading in shares, securities, debentures and other investments.
- (xii) According to the information and explanations given to us, the Company has not given any guarantees during the year for loans taken by others from banks or financial institutions.

- (xiii) The Company has not obtained any term loans during the year.
- (xiv) In our opinion and according to the information and explanations given to us and on an overall examination of the Balance Sheet, we report that funds raised on short-term basis have not been used during the year for long- term investment.
- (xv) The Company has not made any preferential allotment of shares during the year.
- (xvi) The Company has not issued any debentures during the year.
- (xvii) The Company has not raised any money by way of public issue during the year.
- (xviii) To the best of our knowledge and according to the information and explanations given to us, no fraud on or by the Company has been noticed or reported during the year.

For **Deloitte Haskins & Sells**  
Chartered Accountants  
(Registration No.015125N)

Place : Gurgaon  
Date : April 29, 2010

Vijay Agarwal  
Partner  
Membership No. 094468

**BALANCE SHEET AS AT MARCH 31, 2010**

		As at	Rupees
	Schedule	March 31, 2010	As at March 31, 2009
<b>I. SOURCES OF FUNDS :</b>			
1. Shareholders' Funds :			
Share Capital	A	576,733,000	576,733,000
2. Reserves and Surplus	B	120,022,738	-
<b>TOTAL</b>		<u>696,755,738</u>	<u>576,733,000</u>
<b>II. APPLICATION OF FUNDS :</b>			
1. Fixed Assets :	C		
(a) Gross Block		110,496,001	86,509,892
(b) Less: Depreciation		<u>47,964,832</u>	<u>14,812,233</u>
(c) Net Block		62,531,169	71,697,659
2. Investments	D	448,922,578	362,377,616
3. Deferred tax assets	E	12,608,395	-
4. Current Assets, Loans and Advances :	F		
(a) Sundry Debtors		403,533,197	227,508,878
(b) Cash and Bank Balances		56,097,819	223,693,237
(c) Other Current Assets		-	535,585
(d) Loans and Advances		<u>34,080,329</u>	<u>31,523,066</u>
		<u>493,711,345</u>	<u>483,260,766</u>
Less : Current Liabilities and Provisions :	G		
(a) Current Liabilities		312,151,275	350,225,613
(b) Provisions		<u>8,866,474</u>	<u>6,967,020</u>
		<u>321,017,749</u>	<u>357,192,633</u>
Net Current Assets		172,693,596	126,068,133
5. Profit and Loss Account	B	-	16,589,592
<b>TOTAL</b>		<u>696,755,738</u>	<u>576,733,000</u>

**Notes on Accounts**

L

In terms of our report attached

For **Deloitte Haskins & Sells**  
Chartered Accountants(Vijay Agarwal)  
PartnerGurgaon  
Dated: April 29, 2010

For and on behalf of the Board of Directors

Vineet Nayyar  
ChairmanSuresh Sarawagi  
Company SecretaryNew Delhi  
Dated: April 29, 2010C. P. Gurnani  
Director

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

		Rupees	
		Year ended March 31, 2010	Year ended March 31, 2009
	Schedule		
<b>INCOME :</b>			
Sales		725,368,931	407,070,572
Other Income	H	38,056,229	33,750,547
		<u>763,425,160</u>	<u>440,821,119</u>
<b>EXPENDITURE :</b>			
Employee Remuneration and Benefits	I	121,841,469	87,323,307
Operating and Other Expenses	J	449,201,819	333,390,252
Depreciation	C	33,152,599	14,601,096
Interest and Finance Charges	K	416,797	1,387,596
		<u>604,612,684</u>	<u>436,702,251</u>
<b>Profit/(Loss) before taxation</b>		<b>158,812,476</b>	<b>4,118,868</b>
Provision for taxation :			
Income tax		34,808,541	-
Deferred tax charge/(credit)		(12,608,395)	-
Fringe benefit tax		-	698,930
<b>Profit/(Loss) after taxation</b>		<b>136,612,330</b>	<b>3,419,938</b>
Balance brought forward from the previous year		(16,589,592)	(20,009,530)
<b>Balance Carried to Balance Sheet</b>		<b>120,022,738</b>	<b>(16,589,592)</b>
<b>Earnings per Share :</b>			
Basic (Rs.)		23.69	0.59
Diluted (Rs.)		23.69	0.59
(Refer note 5 of Schedule L)			
<b>Notes on Accounts</b>	L		

In terms of our report attached to the Balance Sheet

For **Deloitte Haskins & Sells**  
Chartered Accountants  
(Vijay Agarwal)  
Partner

Gurgaon  
Dated: April 29, 2010

For and on behalf of the Board of Directors

Vineet Nayyar  
Chairman  
Suresh Sarawagi  
Company Secretary  
C. P. Gurnani  
Director

New Delhi  
Dated: April 29, 2010

**STATEMENT OF CASH FLOWS FOR THE YEAR ENDED MARCH 31, 2010**

	Schedule	For the year ended March 31, 2010	Rupees For the year ended March 31, 2009
<b>A. CASH FLOW FROM OPERATING ACTIVITIES :</b>			
<b>Net Profit/ (Loss) before tax</b>		<b>158,812,476</b>	4,118,868
Adjusted for:			
Interest on Deposits		<b>(1,334,127)</b>	(2,408,301)
Depreciation		<b>33,152,599</b>	14,601,096
Profit on sale of Investments		<b>(19,579,641)</b>	(898,053)
Dividend income from Investments		<b>(17,142,461)</b>	(18,998,990)
Provision for diminution in value of Investments		<b>151,387</b>	24,413
Unrealised Exchange Loss/(Gain) (net)		<b>6,474,368</b>	(6,429,297)
Provision for doubtful debts		<b>719,021</b>	358,869
<b>Operating profit before working capital changes</b>		<b>161,253,622</b>	(9,631,395)
Adjusted for:			
Sundry Debtors		<b>(176,743,340)</b>	(166,802,842)
Other Current Assets		-	2,206,055
Loans and Advances		<b>(2,440,643)</b>	(11,300,417)
Current Liabilities and Provisions		<b>(25,274,455)</b>	277,315,118
<b>Cash generated from Operations</b>		<b>(43,204,817)</b>	91,786,519
Income taxes Paid		<b>(34,925,162)</b>	(1,674,497)
<b>Net Cash From/(Used In) Operating Activities</b>		<b>(78,129,979)</b>	90,112,022
<b>B. CASH FLOWS FROM INVESTING ACTIVITIES :</b>			
Interest on Deposits		<b>1,869,712</b>	2,408,301
Proceeds on sale of Investments		<b>384,477,021</b>	982,273,129
Purchase of Investments		<b>(451,593,727)</b>	(843,701,453)
Dividend income from Investments		<b>17,142,461</b>	18,998,990
Purchase of Fixed Assets		<b>(34,886,538)</b>	(44,099,473)
<b>Net Cash From/(Used In) Investing Activities</b>		<b>(82,991,071)</b>	115,879,494
<b>C. CASH FLOWS FROM FINANCING ACTIVITIES</b>			
<b>Net (Decrease)/Increase in Cash and Cash Equivalents (A+B+C)</b>		<b>(161,121,050)</b>	205,991,516
<b>Cash and Cash Equivalents at the beginning of the year</b>		<b>223,693,237</b>	11,272,424
Unrealised Gain/(Loss) on reinstatement of foreign currency bank account		<b>(6,474,368)</b>	6,429,297
<b>Cash and Cash Equivalents at the end of the year</b>	F	<b>56,097,819</b>	223,693,237

In terms of our report attached to the Balance Sheet

For **Deloitte Haskins & Sells**  
Chartered Accountants  
(Vijay Agarwal)  
Partner

Gurgaon  
Dated: April 29, 2010

For and on behalf of the Board of Directors

Vineet Nayyar  
Chairman  
Suresh Sarawagi  
Company Secretary

C. P. Gurnani  
Director

New Delhi  
Dated: April 29, 2010

## Schedules forming part of the Balance Sheet

	Rupees
	As at
	As at
	March 31, 2010
	March 31, 2009

Schedule A  
SHARE CAPITAL:

## Authorised:

10,000,000 Equity shares of Rs.100 each	1,000,000,000	1,000,000,000
	<u>1,000,000,000</u>	<u>1,000,000,000</u>

## Issued, subscribed and paid up:

5,767,330 (previous year 5,767,330)		
Equity shares of Rs.100 each	576,733,000	576,733,000
	<u>576,733,000</u>	<u>576,733,000</u>

## Note:

Out of the above 4,619,631 (previous year 4,619,631) equity shares of Rs. 100 each fully paid-up are held by Tech Mahindra Limited, the holding company.

	Rupees
	As at
	As at
	March 31, 2010
	March 31, 2009

Schedule B  
RESERVES AND SURPLUS:  
Profit and Loss Account:

As per last balance Sheet	(16,589,592)	(20,009,530)
Add: Profit for the year	136,612,330	3,419,938
	<u>120,022,738</u>	<u>(16,589,592)</u>

Schedule C  
FIXED ASSETS

Particulars	GROSS BLOCK				DEPRECIATION				NET BLOCK	
	Cost as at April 1, 2009	Additions during the year	Deletion/adjustment during the year	As at March 31, 2010	Upto March 31, 2009	For the year	Deletion/adjustment during the year	Upto March 31, 2010	As at March 31, 2010	As at March 31, 2009
Data Processing Machines including Computers Furniture and Fixtures Office Equipment	83,922,291	27,933,851	4,046,900*	107,809,242	14,497,156	32,623,378	-	47,120,534	60,688,708	69,425,135
	2,425,118	-	-	2,425,118	282,931	485,024	-	767,955	1,657,163	2,142,187
	162,483	99,158	-	261,641	32,146	44,197	-	76,343	185,298	130,337
<b>TOTAL</b>	<b>86,509,892</b>	<b>28,033,009</b>	<b>4,046,900</b>	<b>110,496,001</b>	<b>14,812,233</b>	<b>33,152,599</b>	<b>-</b>	<b>47,964,832</b>	<b>62,531,169</b>	<b>71,697,659</b>
<b>PREVIOUS YEAR</b>	<b>2,595,219</b>	<b>83,914,673</b>	<b>-</b>	<b>86,509,892</b>	<b>211,137</b>	<b>14,601,096</b>	<b>-</b>	<b>14,812,233</b>	<b>-</b>	<b>71,697,659</b>

\*During the year, exchange gain of Rs.4,046,900 decapitalised (previous year capitalised Rs.2,706,100) in line with the notification No. G.S.R. 225(E) dated March 31, 2009 issued by The Ministry of Corporate Affairs, Government of India. Reversal of depreciation in current year is Rs. 1,201,575 due to decapitalisation (Depreciation in previous year Rs. 489,208)

Schedule D  
INVESTMENTS (NON TRADE)

Acquired during the year (Nos.)	Sold/redeemed during the year (Nos.)	Balance at the end of the year (Nos.)	Particulars	As at March 31, 2010	Rupees As at March 31, 2009
Nil (Nil)	Nil (Nil)	100 (100)	<b>LONG TERM INVESTMENTS</b> (Valued at cost unless there is permanent fall in value thereof) <b>Shares</b> Unquoted : In wholly owned subsidiary company CanvasM (Americas) Inc. 100 Common Stock of US \$ 1 each fully paid up	4,425	4,425
			<b>SUB-TOTAL</b>	<u>4,425</u>	<u>4,425</u>
			<b>CURRENT INVESTMENTS</b> (Valued at lower of cost or fair value) <b>Mutual Funds</b> Unquoted Kotak Flexi Debt Scheme - Daily Dividend	-	-
(318,826)	(15,966,275)	(Nil)	Kotak Floater Long Term - Weekly Dividend	42,203,395	40,511,312
167,930 (4,019,271)	Nil (Nil)	4,187,201 (4,019,271)	Kotak Flexi Debt Scheme - Weekly Dividend	-	-
Nil (16,221,083)	Nil (16,221,083)	Nil (Nil)	FRDD ICICI Prudential Floating Rate Plan D Daily Dividend - Reinvest Dividend	-	26,440,912
61,768 (13,641,227)	2,705,304 (10,997,691)	- (2,643,536)	1542 ICICI Prudential Floating Rate Plan D Daily Dividend	27,475,672	-
274,636 (Nil)	Nil (Nil)	274,636 (Nil)	Reliance Medium Term Fund- Daily Dividend Plan - Reinvestment	58,626,643	56,329,260
134,385 (4,464,875)	Nil (1,169,899)	3,429,361 (3,294,976)	B332WD Birla Sun Life Savings Fund Instl - Weekly Dividend -Reinvestment	53,099,367	51,006,017
209,312 (5,096,226)	Nil (Nil)	5,305,538 (5,096,226)	Birla Sun Life Income Plus Growth	-	-
Nil (1,283,091)	Nil (1,283,091)	Nil (Nil)	Birla Sun Life FTP - INSTL - Series AN Growth	-	188,110,103
Nil (Nil)	18,811,010 (Nil)	Nil (18,811,010)	B321MD Birla Sun Life Dynamic Bond Fund -Retail Plan - Monthly Dividend	155,659,637	-
14,933,258 (Nil)	Nil (Nil)	14,933,258 (Nil)	B851F Birla Sun Life Short Term Fund -Institutional Fortnightly Dividend	112,029,239	-
25,869,653 (Nil)	14,806,333 (Nil)	11,063,320 (Nil)	Standard Chartered Fixed Maturity Plan	-	-
Nil (32,339,227)	Nil (47,839,227)	Nil (Nil)		<u>449,093,953</u>	<u>362,397,604</u>
			Less: Provision for diminution in value of Current Investments	175,800	24,413
			<b>SUB-TOTAL</b>	<u>448,918,153</u>	<u>362,373,191</u>
			<b>GRAND TOTAL</b>	<u>448,922,578</u>	<u>362,377,616</u>
			Aggregate Cost of Unquoted Investments	<u>448,922,578</u>	<u>362,377,616</u>
			Aggregate NAV of Mutual Funds	<u>449,741,549</u>	<u>381,603,687</u>

**Schedules forming part of the Balance Sheet**

Schedule E	As at March 31, 2010	Rupees As at March 31, 2009
<b>DEFERRED TAX ASSETS:</b>		
<b>Deferred tax assets on:</b>		
Depreciation	7,475,078	-
Provision for Gratuity and Leave Encashment	3,013,715	-
Others	2,119,602	-
	<u>12,608,395</u>	<u>-</u>

**Schedule F****CURRENT ASSETS, LOANS AND ADVANCES:****A. CURRENT ASSETS:****1. Sundry Debtors (Unsecured)**

Debts outstanding for a period exceeding six months	34,708,370	52,964,950
Considered good	1,077,890	358,869
Considered Doubtful	<u>35,786,260</u>	<u>53,323,819</u>
Others		
Considered good *	368,824,827	174,543,928
Considered Doubtful	-	-
	<u>368,824,827</u>	<u>174,543,928</u>
Less: Provision for Doubtful Debts	1,077,890	358,869
	<u>403,533,197</u>	<u>227,508,878</u>

\* Includes Rs.22,830,611 (previous year Rs. 1,380,464) recoverable from Tech Mahindra Limited, the holding company and Rs.106,227,068 (previous year Rs. 62,587,212) recoverable from CanvasM (Americas) Inc., 100% subsidiary company of the Company.

**2. Cash and Bank Balances**

Balance with Scheduled Banks		
In Current Accounts	20,194,098	4,298,980
In EEFC Account	35,903,721	134,394,257
In Fixed Deposit Account\$	-	85,000,000
	<u>56,097,819</u>	<u>223,693,237</u>

\$ Lien with Bank against bank guarantee

**3. Other Current Assets**

Interest accrued		
but not due on deposits	-	535,585

**B. LOANS AND ADVANCES (Unsecured)**

1. Advances recoverable in cash or in kind or for value to be received ##	9,375,728	8,411,640
2. Advances to Suppliers	4,484,205	3,087,651
3. Security Deposits##	15,080,000	15,000,000
4. Advance income tax[net of provisions aggregating to Rs. 38,644,873 (Previous year Rs. 3,836,332)]	5,140,396	5,023,775
	<u>34,080,329</u>	<u>31,523,066</u>
	<u>493,711,345</u>	<u>483,260,766</u>

# Includes Rs. 15,000,000 (previous year Rs.15,000,000) with holding company (Tech Mahindra Limited).

## Includes Rs. 1,412,549 (previous year Rs.Nil) recoverable from holding company (Tech Mahindra Limited).

**Schedule G****CURRENT LIABILITIES AND PROVISIONS:****A. CURRENT LIABILITIES:****1. Sundry Creditors#**

Due to subsidiary company -CanvasM (Americas) Inc.	32,366,265	27,448,726
Total outstanding dues of creditors other than micro and small enterprises	247,944,155	157,324,902
(Also refer note 9 of schedule L)		
2. Advance from Customers	8,184,037	143,914,754
3. Unearned Revenue	17,020,960	19,326,618
4. Other Liabilities	6,635,858	2,210,613
	<u>312,151,275</u>	<u>350,225,613</u>

**B. PROVISIONS**

Staff Benefits	8,866,474	6,967,020
	<u>321,017,749</u>	<u>357,192,633</u>

Note:

# Sundry Creditors do not include any amount outstanding as on March 31, 2010, which are required to be credited to Investor Education and Protection Fund.

**Schedules forming part of the Profit and Loss Account**

Schedule H	Year ended March 31, 2010	Rupees 2009
<b>OTHER INCOME:</b>		
Interest on deposits [Tax deducted at source Rs.329,695 (previous year Rs. 156,187)]	1,334,127	2,408,301
Profit on sale of Investments (net)	19,579,641	898,053
Dividend income from Investments	17,142,461	18,998,990
Exchange Gain (net)	-	11,445,203
	<u>38,056,229</u>	<u>33,750,547</u>

**Schedule I****EMPLOYEES REMUNERATION AND BENEFITS:**

Salaries and Wages	116,650,662	83,473,830
Contribution to Provident Fund and Other funds	4,523,511	3,311,840
Staff Welfare Expenses	667,296	537,637
	<u>121,841,469</u>	<u>87,323,307</u>

**Schedule J****OPERATING AND OTHER EXPENSES:**

Rent	2,979,050	3,347,279
Hire charges	-	36,304
Auditors' Remuneration		
Statutory Audit	350,000	386,050
Other Services	350,000	389,140
Out of pocket expenses	115,000	39,287
Recruitment charges	-	1,010,820
Training expenses	41,375	4,500
Legal and Professional charges	3,237,753	1,928,371
Business promotion	265,932	176,018
Advertisement expenses	-	998,840
Software packages	7,041,242	70,910
Conference and Seminar expenses	-	161,404
Communication expenses	4,159,731	2,920,864
Car Lease rental	450,000	160,796
Membership and subscription	281,830	117,277
Repairs and maintenance:		
- Building	7,495	407,179
- Others	3,760,031	2,662,474
Printing and stationery	150,578	145,743
Subcontracting costs:		
Services	224,619,739	198,623,282
Hardware	60,529,913	49,687,948
Software	104,403,378	57,345,501
Provision for doubtful debts	719,021	358,869
Provision for diminution in value of Investments	151,387	24,413
Donation	73,816	-
Travelling and conveyance	21,853,747	11,750,695
Exchange loss (net)	13,037,091	-
Miscellaneous expenses	623,710	636,288
	<u>449,201,819</u>	<u>333,390,252</u>

**Schedule K****INTEREST AND FINANCE CHARGES**

Bank Charges	416,797	1,387,596
	<u>416,797</u>	<u>1,387,596</u>

## SCHEDULE L

## NOTES TO THE FINANCIAL STATEMENTS

## 1. BACKGROUND:

CanvasM Technologies Limited ('the Company') was incorporated in India on July 28, 2006 and received certificate of commencement of business on September 13, 2006. The Company is a closely held company with 4,619,631 equity shares being held by Tech Mahindra Limited and the balance 1,147,699 equity shares being held by Motorola Cyprus Holding Limited and provides its partners a one-stop shop for all Value Added Service (VAS) requirements which includes VAS platform, application and product development, integration, hosting and deployment services.

The accompanying financial statements reflect the results of the activities undertaken by the Company during the year ended March 31, 2010.

## 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES:

i) **Basis of Accounting:**

The financial statements have been prepared under the historical cost convention in accordance with generally accepted accounting principles in India, the accounting standards notified under the Companies Accounting Standard Rules, 2006 and the provisions of the Companies Act, 1956 as adopted consistently by the Company.

The Company follows the mercantile system of accounting and recognises items of income and expenditure on an accrual basis.

ii) **Use of Estimates:**

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of liabilities at the date of the financial statements and the reported amounts of revenues and expenses for the years presented. Actual results could differ from those estimates.

iii) **Revenue Recognition:**

Revenue from services priced on a time and material basis is recognised as services are performed on the basis of billable time spent by employees working on the project, priced at the contracted rate.

Revenue from services on fixed price contracts is recognised on the proportionate completion method and where no significant uncertainty exists regarding the amount of consideration that will be derived on completion of the contract.

Revenue from interest on bank deposits is recognised on accrual basis.

Dividend income from units in mutual funds is recognised on receipt.

iv) **Fixed Assets:**

Fixed assets are stated at cost, less accumulated depreciation. Cost includes original cost of acquisition, including incidental expenses related to such acquisition and installation.

v) **Depreciation:**

Depreciation on all fixed assets is provided on the straight line method over the estimated useful life of the assets at rates, which are higher than that specified in Schedule XIV to the Companies

Act, 1956. The depreciation rates used by the Company is as follows:

Category of Assets	Rates of Depreciation
Office Equipments	20.00%
Furniture and Fixtures	20.00%
Data Processing Machines including Computers	33.33%

Depreciation on addition to fixed assets is provided on pro-rata basis for completed months commencing from the month in which the assets are put to use. Depreciation on sale/deduction from fixed assets is provided for upto the completed month of sale, deduction, discardment as the case may be.

All assets costing Rs.5,000 or below are depreciated in full by way of a one-time depreciation charge.

vi) **Impairment of Assets:**

Whenever events indicate that assets may be impaired, the assets are subject to a test of recoverability based on estimates of future cash flows arising from continuing use of such assets and from its ultimate disposal. A provision for impairment loss is recognised where it is probable that the carrying value of an asset exceeds the amount to be recovered through use or sale of the asset.

vii) **Leases:**

Lease rentals are expensed with reference to lease terms.

viii) **Investments:**

Long term investments are stated at cost, less provision for diminution in value of investments, which is considered to be permanent. Current investments are stated at lower of cost or fair market value. Cost includes original cost of acquisition, including brokerage and stamp duty.

ix) **Expenditure:**

The cost of software purchased for use in software development and services is charged to cost of revenues in the year of acquisition.

x) **Foreign Currency Transactions:**

Transactions denominated in foreign currencies are recorded at the monthly exchange rates prevailing in the month of the transaction. Any income or expense on account of exchange differences either on settlement or on translation of transactions is recognised in the Profit and Loss Account other than in case of long term foreign currency monetary liabilities relating to acquisition of fixed assets, the loss or gain on translations are included in the carrying amount of the related fixed assets and liabilities in accordance with the Notification No. G.S.R. 225(E) dated March 31, 2009 issued by The Ministry of Corporate Affairs, Government of India.

Monetary items denominated in foreign currencies at the year-end are translated at the exchange rates prevailing on the date of the Balance Sheet. Non-monetary items denominated in foreign currencies are carried at cost.

xi) **Employee Benefits:**

In accordance with the provisions of the Employees Provident Funds and Miscellaneous Provisions Act, 1952, eligible employees of the Company are entitled to receive benefits with respect to provident fund, a defined contribution plan in which both the Company and the employee contribute monthly at a determined rate (currently 12% of employee's basic salary). Company's contribution to Provident Fund is charged to the Profit and Loss Account.

Benefits payable to eligible employees of the Company with respect to gratuity, a defined benefit plan is accounted for on the basis of



an actuarial valuation as at the balance sheet date. In accordance with the Payment of Gratuity Act, 1972, the plan provides for lump sum payments to vested employees on retirement, death while in service or on termination of employment in an amount equivalent to 15 days basic salary for each completed year of service. Vesting occurs upon completion of five years of service. The present value of such obligation is determined by the projected unit credit method and adjusted for past service cost and fair value of plan assets as at the balance sheet date through which the obligations are to be settled. The resultant actuarial gain or loss on change in present value of the defined benefit obligation or change in return of the plan assets is recognised as an income or expense in the Profit and Loss Account. The expected return on plan assets is based on the assumed rate of return of such assets.

Leave encashment benefits payable to employees while in service, on retirement, death while in service or on termination of employment with respect to accumulated leaves outstanding at the year end are accounted for on the basis of an actuarial valuation as at the balance sheet date.

**xii) Income Taxes:**

Income taxes consist of current taxes and changes in deferred tax liabilities and assets.

Income taxes are accounted for on the basis of estimated taxes payable and adjusted for timing differences between the taxable income and accounting income as reported in the financial statements. Current income tax has been provided using the tax rates that have been enacted or substantively enacted by the Balance Sheet date.

The deferred tax charge or credit and the corresponding deferred tax liabilities or assets are recognised using the tax rates that have been enacted or substantively enacted by the Balance Sheet date. Deferred tax assets are recognised only to the extent there is reasonable certainty that the assets can be realised in the future. However, where there is unabsorbed depreciation or carry forward loss under taxation laws, deferred tax assets are recognised only if there is a virtual certainty of realisation of such assets. Deferred tax assets are reviewed as at each Balance Sheet date and written down or written-up to reflect the amount that is reasonably/virtually certain (as the case may be) to be realised.

**xiii) Earnings per Share:**

Basic earnings per share are calculated by dividing the net profit or loss for the year attributable to equity shareholders by the weighted average number of equity shares outstanding during the year.

For calculating diluted earnings per share, the net profit or loss for the year attributable to equity shareholders and the weighted average number of equity shares are adjusted for the effects of all dilutive potential equity shares.

**xiv) Material Events:**

Material events occurring after the Balance Sheet date are taken into cognisance.

**3. Contingent liability not provided for :**

	As at March 31, 2010	As at March 31, 2009
Claims not acknowledged as debts:		
Stamp duty matter	2,042,400	-

The above matter is subject to legal proceeding in the ordinary course of business. In the opinion of the management the legal proceeding, when ultimately concluded, will not have a material effect on result of operations or financial position of the Company.

**4. The year end foreign currency exposures that have not been hedged by a derivative instrument or otherwise is as follows:**

	As at March 31, 2010 Rs.	As at March 31, 2009 Rs.	As at March 31, 2010 FC	As at March 31, 2009 FC
i) Receivables in Foreign Currency - Sundry Debtors	358,604,263	221,085,087	US \$ 7,988,511	US \$ 4,358,933
ii) Payables in Foreign Currency - Sundry Creditors	226,606,340	171,421,763	US \$ 5,033,265 Euro 8,000	US \$ 3,379,767 -

**5. Earnings per Share:**

The following is a computation of earnings per share and a reconciliation of the equity shares used in the computation of basic and diluted earnings per equity share.

	Rupees	
	Year ended March 31, 2010	2009
a) Net Profit after Taxation	136,612,330	3,419,938
b) Weighted average number of equity shares outstanding	5,767,330	5,767,330
c) Effect of dilutive potential equity share equivalents	-	-
d) Weighted average number of equity shares and potential equity share equivalents outstanding	5,767,330	5,767,330
e) Nominal Value of Equity Shares (Rs.)	100	100
f) Basic Earnings per Share (Rs.)	23.69	0.59
g) Diluted Earnings per Share (Rs.)	23.69	0.59

**6. Leases:**

The Company is a lessee under various operating leases. Rental expense for operating leases for the year ended March 31, 2010 is Rs.2,979,050 (Previous year Rs.3,374,279). There is no non-cancelable lease as on March 31, 2010.

**7. Defined Benefit Obligation:**

The status of the gratuity plan including reconciliation of the closing balance of the present value of defined benefit obligations and the fair value of plan assets are as follows:

	As at March 31, 2010	Rupees As at March 31 2009
<b>Present value of obligations</b>		
Balance as at the beginning of the year	3,576,280	1,943,000
Service Cost	1,185,980	888,410
Interest Cost	271,800	150,580
Benefits Paid	-	-
Actuarial (Gain)/Loss	(442,620)	594,290
<b>Balance as at the end of the year</b>	<b>4,591,440</b>	<b>3,576,280</b>
<b>Fair value of plan assets</b>		
Balance as at the beginning of the year	-	-
<b>Balance as at the end of the year</b>	-	-
Reconciliation of the present value of obligations and the fair value of plan assets to the assets and liabilities recognised in the balance sheet date		
Fair value of plan assets as at the end of the year	-	-

Rupees

Present value of defined benefit obligations as at the end of the year	4,591,440	3,576,280
<b>Liability recognised in the balance sheet as at the end of the year</b>	<b>4,591,440</b>	<b>3,576,280</b>
<b>Gratuity cost for the year</b>		
Service Cost	1,185,980	888,410
Interest Cost	271,800	150,580
Net Actuarial (Gain)/Loss	(442,620)	594,290
<b>Net Gratuity Cost</b>	<b>1,015,160</b>	<b>1,633,280</b>
<b>Actuarial Assumptions</b>		
Discounting rate	7.60%	7.60%
Future salary increase	9% for 2010, and 8.00% thereafter	4.00% for first year, 7.00% for next 2 years and 8.25% thereafter
Mortality	LIC (1994-96) Ultimate	
Withdrawal Rates	Age 21 to 29 - 20%	Age 20 to 30 - 10%
	Age 30 to 34 - 16%	Age 31 to 40 - 8%
	Age 35 to 49 - 12%	Age 41 to 50 - 6%
	Age 50 to 59 - 10%	Thereafter - 4%
	Thereafter 4%	

The estimates of future salary increases, considered in actuarial valuation, take account of inflation, seniority, promotion and other relevant factors such as supply and demand factors in the employment market.

#### 8. Related Party Transactions:

In the normal course of business, the Company enters into transactions with affiliated companies, its parent and key management personnel. The names of related parties of the Company as required to be disclosed under Accounting Standard 18 are as follows:

- a) Holding Company : Tech Mahindra Limited
- b) Enterprise having substantial interest in the Company : Motorola Inc.  
Motorola Arabia Inc.  
Motorola India Private Limited  
Tech Mahindra (Americas) Inc.  
Mahindra Logistics Limited
- c) Subsidiary Company : CanvasM (Americas) Inc.  
Included in the financial statements are the following amounts relating to transactions with related parties:

Rupees

	Year ended March 31,	
	2010	2009
<b>a) Revenue</b>		
Tech Mahindra Limited	70,506,602	22,435,765
CanvasM (Americas) Inc.	292,449,181	181,918,564
Motorola Limited	-	2,143,444
<b>b) Expenses</b>		
Tech Mahindra Limited		
- Purchased Services	2,410,422	4,355,288
- Reimbursement of Salaries and Wages paid on behalf of the Company	9,655,465	13,996,221
- Rent	2,979,050	3,347,279
- Recruitment expenses	-	1,010,820
CanvasM (Americas) Inc.		
- Purchased Services	127,438,326	147,772,392
Motorola India Private Limited		
- Purchased Services	7,416,934	36,718,490
Mahindra Logistics Limited		
- Travelling and conveyance	127,599	726,950
Motorola Arabia Inc.		
- Provision for doubtful debts	418,644	310,158

	Year ended March 31,	
	2010	2009
<b>c) Balance outstanding as at the year end</b>		
<b>Receivables</b>		
Tech Mahindra Limited	22,830,611	1,380,464
CanvasM (Americas) Inc.	106,227,068	62,587,212
Motorola Arabia Inc.	693,151	783,173
<b>Other Receivables</b>		
Tech Mahindra Limited	1,412,549	-
<b>Security Deposit</b>		
Tech Mahindra Limited	15,000,000	15,000,000
<b>Provision for doubtful debts</b>		
Motorola Arabia Inc.	693,151	310,158
<b>Payables</b>		
Tech Mahindra Limited	-	1,340,259
CanvasM (Americas) Inc.	32,366,274	27,448,726
Mahindra Logistics Limited	-	67,756
Motorola India Private Limited	33,354,877	-

#### 9. Micro, Small and Medium Enterprises:

Based on the information available with the Company, there are no dues to Micro and Small Enterprises as defined under the "The Micro, Small and Medium Enterprises Development Act, 2006" as at March 31, 2010.

#### 10. Segment Reporting:

The Company is a joint venture between Motorola Inc and Tech Mahindra Limited providing its partners a one-stop shop for all Value Added Service (VAS) requirements which includes VAS platform, application and product development, Integration, hosting and deployment services. The disclosures as required under Accounting Standard 17 on segment reporting have not been provided as the company deals in one business segment.

Information on the geographic segment is as follows:

Location	Revenue	
	Year ended March 31, 2010	2009
Domestic	92,327,578	89,291,299
Americas	292,449,181	181,918,564
ROW	340,592,172	135,860,709
<b>Total</b>	<b>725,368,931</b>	<b>407,070,572</b>

Information on operating income, net income, assets and liabilities has not been provided by location of customers as such information is not realistically allocable and identifiable.

#### 11. Reclassification

Previous year's figures have been regrouped and/or re-arranged wherever necessary to conform to the current year's groupings and classifications.

**ADDITIONAL INFORMATION PURSUANT TO THE PROVISIONS OF  
PART-II OF SCHEDULE-VI TO THE COMPANIES ACT, 1956.**

1. Value of Imports on C.I.F. Basis	Rupees	
	2010	Year ended March 31, 2009
Capital Goods	27,347,967	78,967,242
2. Expenditure in foreign currency		
Travelling and Conveyance	11,120,088	4,240,689
Purchased Services	367,919,429	168,033,909
Salary	9,568,368	-
Repairs and Maintenance	3,182,796	9,485,003
Software Package	6,952,851	-
Professional charges	1,662,704	-
Others	135,922	330,893
	<u>400,542,158</u>	<u>182,090,494</u>
3. Earnings in Foreign Exchange Revenue	633,041,353	317,779,273

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For and on behalf of the Board of Directors

Vineet Nayyar  
Chairman

C. P. Gurnani  
Director

Suresh Sarawagi  
Company Secretary

New Delhi  
Dated: April 29, 2010

**Balance Sheet Abstract & Company's General Business Profile:****I. Registration Details**

Registration Number   
 Balance sheet date   
 Date Month Year

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

Public Issue

Rights Issue

Bonus Issue

Private Placements

**III. Position of mobilisation and deployment of funds (Amount in Rs. Thousands)**

Total Liabilities (including shareholders funds)

Total Assets

Paid-up Capital

Reserves &amp; Surplus

Secured Loans

Unsecured Loans

Net Fixed Assets

Investments

Net Current Assets

Deferred Tax Asset

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

Turnover

(Sales and Other Income)

Total Expenditure

(Excluding exceptional item)

Profit/(Loss) Before Tax

Profit/(Loss) After Tax

Earnings per Share in Rs.

(Refer Note 4 above)

Dividend Rate %

**V. Generic names of Three Principal Products/Services of Company (as per monetary terms)**

Item Code (ITC Code)

Product Description

C O M P U T E R   S O F T W A R E   S E R V I C E S

For **CanvasM Technologies Limited**Vineet Nayyar  
ChairmanC. P. Gurnani  
DirectorSuresh Sarawagi  
Company SecretaryNew Delhi  
Dated: April 29, 2010

**STATEMENT REGARDING SUBSIDIARY COMPANIES PURSUANT TO SECTION 212 OF THE COMPANIES ACT,1956****A) THE INTEREST OF THE COMPANY IN THE UNDERNOTED SUBSIDIARY AT THE CLOSE OF THE ACCOUNTING YEAR WAS AS FOLLOWS:**

Sl. No.	Name of Subsidiary Company	Accounting year ended on	Equity Shares		Preference Shares	
			No. of Shares	Extent of Interest	No. of Shares	Extent of Interest
1	CanvasM (Americas) Incorporated	31st March 2010	100	100.00%	Nil	Nil

**B) (i) THE PROFIT/(LOSS) OF THE SUBSIDIARY COMPANIES SO FAR AS THEY CONCERN THE MEMEBERS OF THE HOLDING COMPANY WHICH ARE NOT DEALT WITHIN THE COMPANY'S ACCOUNTS ARE:**

Sl. No.	Name of Subsidiary Company	For the Subsidiaries Accounting year ended on	Share of Profit/(Loss)	
			For the Current Financial Year (Rs.)	For the Previous Financial Year(s) (Rs.)
1	CanvasM (Americas) Incorporated	31st March 2010	Rs. 2,397,792	Rs. (980,142)

**(ii) THE PROFIT/LOSS OF THE SUBSIDIARY COMPANIES WHICH ARE DEALT WITHIN THE COMPANY'S ACCOUNTS ARE:**

1	CanvasM (Americas) Incorporated	31st March 2010	Nil	Nil	Nil	Nil
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**C) DETAILS OF CHANGE IN THE INTEREST OF HOLDING COMPANY IN THE SUBSIDIARY COMPANIES**

Nil

**D) DETAILS OF MATERIAI CHANGES WHICH HAVE OCCURRED DURING THE LAST ACCOUNTING YEAR OF THE SUBSIDIARY COMPANIES AND THE CLOSE OF THE ACCOUNTING YEAR OF THE HOLDING COMPANY**

Nil

For **CanvasM Technologies Limited**Vineet Nayyar  
ChairmanNew Delhi  
Dated: April 29, 2010

## **CANVASM (AMERICAS) INC.**

### **Board of Directors**

Mr. C. P. Gurnani

Mr. Jagdish Mitra

Mr. Navin Mehta

### **Registered Office**

2711, Centerville Road,  
Suite 400, City of Wilmington,  
New Castle 19808  
USA

### **Bankers**

HSBC Bank

### **Auditors**

Catrakilis & Company

CPA's P. C.

## DIRECTOR'S REPORT TO THE SHAREHOLDERS

Your Directors present their Report together with the audited accounts of the Company for the year ended March 31, 2010.

### Financial Results

For the Year ended 31st March	2010 US\$	2010 INR	2009 US\$	2009 INR
Income	9,790,091	441,826,807	8,359,862	377,280,572
Profit/(Loss) before tax	68,870	3,108,103	(15,960)	(720,275)
Profit/(Loss) after tax	51,794	2,337,463	(19,617)	(885,315)

### Review of Operations:

During the fiscal year, the Company achieved sales of US\$ 9,790,091 (INR 441,826,807). The Profit before tax for the year is USD 68,870 (INR 3,108,103). The Profit after tax for the year is USD 51,794 (INR 2,337,463).

### Outlook for the current year:

Your Company has strengthened its relationship with different groups of Motorola. Your Company is also investing in long term relationships with major telecom companies. It believes that there is a good growth potential and the long term investments made will bear fruit in the current and future years.

### Acknowledgements:

Your Directors gratefully acknowledge the contributions made by employees towards the success of the Company. Your Directors are also thankful for the co-operation and assistance received from its customers, suppliers, bankers, State and Federal Government Authorities and the shareholder.

C.P. Gurnani  
Director

Place: Dallas  
Date: April 8, 2010

## **INDEPENDENT AUDITORS' REPORT**

**CanvasM (Americas) Inc.**

**Richardson, Texas**

**a wholly owned subsidiary of CanvasM Technologies Limited, an India corporation**

We have audited the accompanying balance sheet of CanvasM (Americas) Inc., a wholly owned subsidiary of CanvasM Technologies Limited, an India corporation, as of March 31, 2010 and 2009, and the related Statements of Income, Retained Earnings, and Cash Flows for the years then ended. 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 audits.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the organization's internal control over financial reporting. Accordingly, we express no such opinion. 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 audits provide a reasonable basis for our opinion.

As discussed in Note 5 and 6 to the financial statements, CanvasM (Americas) Inc. has had numerous significant transactions with affiliated entities.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of CanvasM (Americas) Inc. as of March 31, 2010 and 2009, and the results of its operations and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

Our audits were conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The Supplemental Schedules of Revenue and Expenses on page 9 are presented for purposes of additional analysis and are not required part of the financial statements. Such information has been subjected to the auditing procedures applied in the audits of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

Catrakilis & Company CPA's, P.C.

Atlanta, Georgia  
April 8, 2010



## **INDEPENDENT AUDITORS' REPORT ON SUPPLEMENTAL INFORMATION**

### **CanvasM (Americas) Inc.**

**a wholly owned subsidiary of CanvasM Technologies Limited, an India Corporation  
Richardson, Texas**

Our report on our audits of the basic financial statements of CanvasM (Americas) Inc., a wholly owned subsidiary of CanvasM Technologies Limited, an India corporation, as of March 31, 2010 and 2009, and the related Statements of Income, Retained Earnings and Cash Flows for the years then ended appears on page 1. We conducted our audits in accordance with auditing standards generally accepted in the United States of America for the purpose of forming an opinion on the basic financial statements taken as a whole. The information on pages 81-87 is presented for purpose of additional analysis and is not a required part of the basic financial statements. Such information has not been subjected to the auditing procedures applied in the audit of the basic financial statements, and, accordingly, we express no opinion on it.

Foreign Currency amounts in the supplemental schedules are translated for convenience into Indian Rupees (INR) at the exchange rate of INR 45.13 to 1.00 USD for the both 2010 and 2009.

Catrakilis & Company CPA's, P.C.

Atlanta, Georgia

April 8, 2010

**SUPPLEMENTAL BALANCE SHEETS****CanvasM (Americas) Inc.****Richardson, Texas****a wholly owned subsidiary of CanvasM Technologies Limited, an India corporation**

	March 31,			
	2010 USD	2010 INR	2009 USD	2009 INR
<b>ASSETS:</b>				
Current assets:				
Cash	\$ 863,235	38,957,796	\$ 68,186	3,077,234
Accounts receivable - trade (Note 4)	867,360	39,143,957	1,480,587	66,818,891
Prepaid income taxes	31,313	1,413,156	25,754	1,162,278
Deferred income tax asset	172	7,762	3,861	174,247
Due from parent company (Note 5)	721,014	32,539,362	541,183	24,423,589
Due from affiliated companies (Note 6)	603,329	27,228,238	73,327	3,309,248
Prepaid expense	-	-	12,189	550,090
Total current assets	<u>3,086,423</u>	<u>139,290,270</u>	<u>2,205,087</u>	<u>99,515,576</u>
Total Assets	<u>\$ 3,086,423</u>	<u>139,290,270</u>	<u>\$ 2,205,087</u>	<u>99,515,576</u>
<b>LIABILITIES AND STOCKHOLDER'S EQUITY</b>				
Liabilities:				
Current liabilities:				
Accounts payable	\$ 36,361	1,640,972	\$ -	-
Accrued expenses	399,391	18,024,516	523,954	23,646,044
Due to parent company (Note 5)	2,366,382	106,794,820	1,233,972	55,689,156
Due to affiliated companies (Note 6)	157,616	7,113,210	332,718	15,015,563
Customer advance	3,979	179,572	3,979	179,572
Unearned revenue	37,356	1,685,876	89,213	4,026,183
Accrued income taxes	16,795	757,958	4,502	203,175
Total current liabilities	<u>3,017,880</u>	<u>136,196,924</u>	<u>2,188,338</u>	<u>98,759,694</u>
Total liabilities	<u>3,017,880</u>	<u>136,196,924</u>	<u>2,188,338</u>	<u>98,759,694</u>
Stockholder's Equity				
Common stock = \$1 par value - 10,000 shares authorized 100 shares issued and outstanding	100	4,513	100	4,513
Retained earnings	68,443	3,088,833	16,649	751,369
Total stockholder's equity	<u>68,543</u>	<u>3,093,346</u>	<u>16,749</u>	<u>755,882</u>
Total Liabilities and Stockholder's Equity	<u>\$ 3,086,423</u>	<u>139,290,270</u>	<u>\$ 2,205,087</u>	<u>99,515,576</u>

See Auditors' Report on Supplemental Information and Notes to Supplemental Financial Statements

**SUPPLEMENTAL STATEMENTS OF INCOME AND RETAINED EARNINGS**  
**For the year ended March 31, 2010 and 2009**  
**CanvasM (Americas) Inc.**  
**Richardson, Texas**  
**a wholly owned subsidiary of CanvasM Technologies Limited, an India corporation**

	Schedule	Year Ended March 31,			
		2010 USD	2010 INR	2009 USD	2009 INR
REVENUES (Note 4)	I	\$ 9,790,091	441,826,807	\$ 8,359,862	377,280,572
OPERATING EXPENSES					
Personnel		259,317	11,702,976	297,925	13,445,355
General and administrative	II	9,461,904	427,015,728	8,077,897	364,555,492
Total Operating Expenses		9,721,221	438,718,704	8,375,822	378,000,847
Total Operating Income (Loss)		68,870	3,108,103	(15,960)	(720,275)
Income tax expense (benefit) (Note 3)		17,076	770,640	3,657	165,040
NET INCOME (LOSS)		51,794	2,337,463	(19,617)	(885,315)
Retained Earnings, Beginning of Period		16,649	751,369	36,266	1,636,685
Retained Earnings, End of Period		\$ 68,443	3,088,833	\$ 16,649	751,369

See Auditors' Report on Supplemental Information and Notes to Supplemental Financial Statements

**SUPPLEMENTAL STATEMENTS OF CASH FLOWS****CanvasM (Americas) Inc.****Richardson, Texas****a wholly owned subsidiary of CanvasM Technologies Limited, an India corporation**

	Years Ended March 31,			
	2010 USD	2010 INR	2009 USD	2009 INR
<b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>				
Net Income (Loss)	<b>\$ 51,794</b>	<b>2,337,463</b>	\$(19,617)	(885,315)
Adjustments to reconcile net income (loss) to cash provided by (used in) operating activities:				
Changes in operating assets and liabilities:				
Accounts receivable, trade	<b>613,227</b>	<b>27,674,935</b>	820,800	37,042,704
Due from parent company	<b>(179,831)</b>	<b>(8,115,773)</b>	(54,514)	(2,460,217)
Prepaid income taxes	<b>(5,559)</b>	<b>(250,878)</b>	(25,754)	(1,162,278)
Prepaid expense	<b>12,189</b>	<b>550,090</b>	95,765	4,321,874
Deferred income tax asset	<b>3,689</b>	<b>166,485</b>	(3,861)	(174,247)
Due from affiliates	<b>(530,002)</b>	<b>(23,918,990)</b>	(73,327)	(3,309,248)
Accounts payable	<b>36,361</b>	<b>1,640,972</b>	-	-
Accrued expenses	<b>(124,563)</b>	<b>(5,621,528)</b>	(54,053)	(2,439,412)
Due to parent company	<b>1,132,410</b>	<b>51,105,663</b>	36,304	1,638,400
Due to affiliates	<b>(175,102)</b>	<b>(7,902,353)</b>	(806,419)	(36,393,689)
Customer advances	-	-	-	-
Unearned revenue	<b>(51,857)</b>	<b>(2,340,306)</b>	12,264	553,474
Accrued income taxes	<b>12,293</b>	<b>554,783</b>	(2,457)	(110,884)
Net Cash (Used In) Provided by Operating Activities	<b>795,049</b>	<b>35,880,561</b>	(74,869)	(3,378,838)
Cash , Beginning of Period	<b>68,186</b>	<b>3,077,234</b>	143,055	6,456,072
Cash, End of Period	<b>\$ 863,235</b>	<b>38,957,796</b>	\$ 68,186	3,077,234
<b>Supplemental Disclosure</b>				
Cash paid for income taxes	<b>\$ 5,559</b>	<b>250,878</b>	\$ 25,754	1,162,278

See Auditor's Report on Supplemental Information and Notes to Supplemental Financial Statements

## NOTES TO SUPPLEMENTAL FINANCIAL STATEMENTS

### CanvasM (Americas) Inc.

### a wholly owned subsidiary of CanvasM Technologies Limited, an India Corporation

### Notes to Supplemental Financial Statements (USD & INR)

### March 31, 2010 and 2009

#### 1. NATURE OF OPERATIONS :

CanvasM (Americas) Inc. (CAI) is a wholly owned subsidiary of CanvasM Technologies Limited (CTL) which is incorporated in the country of India. CAI was incorporated in the State of Delaware in September 2006, and provides consulting and programming support services.

#### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES :

The financial statements of CAI have been prepared on the accrual basis of accounting. Management uses estimates and assumptions in preparing financial statements in accordance with accounting principles generally accepted in the United States of America. Those estimates and assumptions affect the reported amounts of assets and liabilities, the disclosure of contingent liabilities, and the reported revenues and expenses. Actual results could vary from the estimates that were assumed in preparing the financial statements. The significant accounting policies followed are described below :

##### A. CASH AND CASH EQUIVALENTS

Cash and cash equivalents consist of checking and savings accounts. These accounts may, at times, exceed federally insured limits. CAI has not experienced any losses on such accounts and believes it is not exposed to any significant credit risk on cash.

##### B. ACCOUNTS RECEIVABLE, TRADE

Accounts receivable consists primarily of amounts due from customers for services provided by CAI. Management has elected not to provide an allowance for doubtful accounts as they do not anticipate any uncollectible accounts as CTL undertakes all business and entrepreneurial risks as relates to services provided to clients.

##### C. REVENUE AND EXPENSES

On September 1, 2007, CAI entered into a contract with Tech Mahindra Limited (TML), an India corporation, and an affiliated company, where TML has appointed CAI as its marketing and billing services provider and TML will provide CAI with software development services. CAI will

retain a 5% margin for its services as a marketing and billing services provider.

CAI entered into a contract with CTL effective October 1, 2008. Under the contract CTL provides CAI with software development services. CAI, in turn, has agreed to compensate CTL 95% of all contract revenue. CAI retains a 5% margin for its services as marketing service provider and for billing and collection services. Furthermore, the parties have agreed that CTL shall reimburse CAI an amount equal to cost as remuneration to CAI for its services as contract service provider.

On October 1, 2008, CAI entered into a contract with an affiliated company, Tech Mahindra (Americas), Inc. (TMA), a New Jersey corporation. Under the contract, TMA provides CAI with software development services and in turn, CAI has agreed to remunerate TMA an amount of 5.75% of its costs. Furthermore, on October 1, 2008, TMA and CAI entered into an agreement whereby the parties agree that TMA will reimburse CAI 100% of all contract revenue received by TMA from CAI customers for CAI projects.

##### D. INCOME TAXES

CAI accounts for income taxes using Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) 740, Income Taxes. Under FASB ASC 740, deferred taxes and liabilities are recognized for the future tax consequences attributable to differences between the financial statements carrying amounts existing assets and liabilities and their respective tax basis. Deferred tax assets and liabilities are measured using enacted tax rates expected to apply to taxable income in the years in which those temporary differences are expected to be recovered or settled. Under FASB ASC 740, the effect on the deferred tax assets and liabilities of a change in tax rates is recognized in income in the period that includes the enactment date. CAI records valuation allowances against deferred tax assets as deemed necessary.

#### 3. INCOME TAXES :

CAI accounts for income taxes under the provisions of the FASB ASC 740, Income Taxes, as described in Note 2D above.

See Auditors' Report on Supplemental Information

**NOTES TO SUPPLEMENTAL FINANCIAL STATEMENTS (CONTD.)**  
**CanvasM (Americas) Inc.**  
**Richardson, Texas**  
**a wholly owned subsidiary of CanvasM Technologies Limited, an India corporation**

	Years ended March 31,			
	2010		2009	
	USD	INR	USD	INR
Current income tax expense consists of the following :				
Federal	\$ 6,509	293,751	\$ 3,016	136,112
State	5,785	261,077	4,502	203,175
Prior year under accrual	1,094	49,372	-	-
Total current tax expense	<u>\$ 13,388</u>	<u>604,200</u>	<u>\$ 7,518</u>	<u>339,287</u>
Deferred income tax expenses (benefits) consist of the following :				
Federal	\$ 3,069	138,504	\$ (3,861)	(174,247)
State	619	27,935	-	-
Total deferred tax expense (benefit)	<u>\$ 3,688</u>	<u>166,439</u>	<u>\$ (3,861)</u>	<u>(174,247)</u>
Total current and deferred income tax expense (benefit) :	<u>\$ 17,076</u>	<u>770,640</u>	<u>\$ 3,657</u>	<u>165,040</u>

As of March 31, 2010, CAI had approximately \$0 (0 INR) (2009: \$20,462 (923,450 INR)) of federal NOL and \$2,427 (109,531 INR) (2009: \$10,700 (482,891 INR)) of state NOL carryforward, which were available to be carried forward to March 31, 2024. CAI expects to be able to utilize the entire deferred tax benefit, therefore, no valuation allowance has been recorded to reduce the asset.

4 CONCENTRATIONS WITH CUSTOMERS :

	Years ended March 31,			
	2010		2009	
	USD	INR	USD	INR
Amounts due for services rendered not billed	\$ -	-	\$ 282,328	12,741,463
Amounts due for services rendered and billed	867,360	39,143,957	1,198,259	54,077,429
	<u>\$ 867,360</u>	<u>39,143,957</u>	<u>\$ 1,480,587</u>	<u>66,818,891</u>

As at March 31, 2010 and 2009 100% of the accounts receivable balance was due from one customer.

Revenue, directly from the parent company for the years ended March 31, 2010 and 2009 were \$2,708,428 (122,231,356 INR) and \$3,165,430 (142,855,856 INR), respectively representing approximately 38% and 27% of total revenue for the years. This revenue is included in the terms of the contracts described in Note 2C.

Revenue from an affiliated company for the years ended March 31, 2010 and 2009 was \$4,212,775 (190,122,536 INR) and \$274,799 (12,401,679 INR), respectively representing approximately 43% and 3% of total revenue for the years. This revenue is included in the terms of the contracts described in Note 2C.

In addition, one customer comprised 100% of contract revenue for the years ended March 31, 2010 and 2009, respectively.

5. TRANSACTIONS WITH PARENT COMPANY :

CAI has entered into a revenue sharing contract with CTL, the parent company. For details relating to the contracts refer to Note 2C above.

	Years ended March 31,			
	2010		2009	
	USD	INR	USD	INR
Beginning balance, due from (to) parent company	\$ (692,788)	(31,265,522)	\$ (710,999)	(32,087,385)
Expenses related to contract revenue	(6,544,083)	(295,334,466)	(4,080,795)	(184,166,278)
Advances from parent	(2,528,596)	(114,115,537)	(3,110,896)	(140,394,736)
Amounts paid to parent	5,084,465	229,461,905	3,840,451	173,319,554
Revenue from parent company	2,708,429	122,231,401	3,165,430	142,855,856
Amounts retained for services provided (Note 2C)	327,205	14,766,762	204,020	9,207,423
Ending balance, due to parent company	\$ (1,645,368)	(74,255,458)	\$ (692,789)	(31,265,568)
Amounts due to parent company	\$ (2,366,382)	(106,794,820)	\$ (1,233,972)	(55,689,156)
Amounts due from parent company	721,014	32,539,362	541,183	24,423,589
Net amount due to parent company	\$ (1,645,368)	(74,255,458)	\$ (692,789)	(31,265,568)

6. TRANSACTIONS WITH AFFILIATED COMPANIES :

CAI has entered into a revenue sharing contract with TMA and TML, affiliated companies. For details relating to the contracts refer to Note 2C above.

	Years ended March 31,			
	2010		2009	
	USD	INR	USD	INR
Beginning balance, due from (to) affiliated companies	\$ (259,391)	(11,706,316)	\$ (1,139,137)	(51,409,253)
Expenses related to contract revenue	(373,323)	(16,848,067)	(787,432)	(35,536,806)
Expense reimbursements	(823,606)	(37,169,339)	(317,436)	(14,325,887)
Advances from affiliates	(3,682,773)	(166,203,545)	(201,472)	(9,092,431)
Amounts paid to affiliates	1,353,364	61,077,317	1,871,915	84,479,524
Revenue from affiliated companies	4,212,776	190,122,581	274,799	12,401,679
Amounts retained for services provided (Note 2C)	18,666	842,397	39,372	1,776,858
Ending balance, due from (to) affiliated companies	\$ 445,713	20,115,028	\$ (259,391)	(11,706,316)
Amounts due to affiliated companies	\$ (157,616)	(7,113,210)	\$ (332,718)	(15,015,563)
Amounts due from affiliated companies	603,329	27,228,238	73,327	3,309,248
Net amount due from (to) affiliated companies	\$ 445,713	20,115,028	\$ (259,391)	(11,706,316)

7. NEW ACCOUNTING PRONOUNCEMENTS :

On July 1, 2009, the Company adopted new guidance that established the Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) as the single source of authoritative GAAP. The ASC establishes a common referencing system for accounting standards and is generally organized by subject matter. Use of ASC has no impact on Company's financial condition or results of operations.

**NOTES TO SUPPLEMENTAL FINANCIAL STATEMENTS (CONTD.)****CanvasM (Americas) Inc.****Richardson, Texas****a wholly owned subsidiary of CanvasM Technologies Limited, an India Corporation**

	Years ended March 31,			
	2010		2009	
	USD	INR	USD	INR
<b>Schedule I</b>				
<b>REVENUES</b>				
Contract revenue	\$2,868,888	129,472,915	\$ 4,919,633	222,023,037
Revenue from parent company	2,708,428	122,231,356	3,165,430	142,855,856
Revenue from affiliated companies	4,212,775	190,122,536	274,799	12,401,679
	<u>\$9,790,091</u>	<u>441,826,807</u>	<u>\$ 8,359,862</u>	<u>377,280,572</u>
<b>Schedule II</b>				
<b>GENERAL AND ADMINISTRATIVE</b>				
Bank charges	\$ 1,615	72,885	\$ 2,100	94,773
Contracted services	9,392,249	423,872,197	8,052,389	363,404,316
Professional fees	9,900	446,787	17,849	805,525
Travel expenses	58,140	2,623,858	5,559	250,878
	<u>\$9,461,904</u>	<u>427,015,728</u>	<u>\$ 8,077,897</u>	<u>364,555,492</u>



## **TECH MAHINDRA (MALAYSIA) SDN. BHD.**

### **Board of Directors**

Mr. C. K. Krishnadas

Ms. Chong Li Khuen

Mr. Jagdish Mitra

Mr. Milind Vasant Kulkarni

Ms. Oon Guat Ngoh

Mr. Vikrant Chandrashekhar Gandhe

### **Registered Office**

35-3, Jalan SS,  
15/8A, 47500,  
Subang Jaya,  
Selangor Darul Ehsan,  
Malaysia

### **Bankers**

HSBC Bank

### **Auditors**

SSY Partners

## Directors' Report for the year ended March 31, 2010

The Directors hereby submit their report together with the audited financial statements of the Company for the financial year ended 31 March, 2010.

### Principal activities

The principal activities of the Company are to act as developer, advisor, consultants and implementer of software systems relating to information technology and electronic services including application and programming services, administration and management control, technical, scientific and operational assistance, systems design, project management training and support of personnel, management of service facility and generally, any type of business in connection therein.

There have been no significant changes in the nature of these activities during the financial year.

### Financial results

	RM
Profit for the year	335,844

### Dividends

No dividends were paid, declared or proposed since the end of the previous financial year. The Directors do not recommend the payment of any dividend for the financial year ended 31 March, 2010.

### Reserves and provisions

There were no material transfers to or from reserves or provisions during the financial year.

### Issue of shares and debentures

There were no issue of shares or debentures during the financial year.

### Directors

The Directors of the Company in office since the date of the last report and at the date of this report are:

Milind Vasant Kulkarni

Vikrant Chandrashekhar Gandhe

Krishnadas Chillara

Jagdish Mitra (Appointed on 13-11-2009)

Oon Guat Ngoh (Appointed on 13-11-2009)

Chong Li Khuen (Appointed on 13-11-2009)

Rohit Gandhi (Resigned on 13-11-2009)

Retirement and re-election of the Directors at the Annual General Meeting will be in accordance with the Company's Articles of Association.

### Directors' interests

According to the Register of Directors' shareholdings, none of the Directors in office at the end of the financial year held any interest in the shares of the Company during the financial year.

### Directors' benefits

Since the previous financial year, no Director has received or become entitled to receive a benefit by reason of a contract made by the Company or a related corporation with any Director or with a firm of which the Director is a member, or with a company in which the Director has a substantial financial interest.

Neither during nor at the end of the financial year was the Company a party to any arrangement whose object was to enable the Directors to acquire benefits by means of the acquisition of shares in, or debentures of, the Company or any other body corporate.

### Other statutory information

Before the financial statements of the Company were made out, the Directors took reasonable steps:

- (a) to ascertain that proper action had been taken in relation to the writing off of bad debts and the making of provision for doubtful debts and had satisfied themselves that all known bad debts had been written off and that adequate provision had been made for doubtful debts; and
- (b) to ensure that any current assets which were unlikely to realise their book values in the ordinary course of business had been written down to their expected realisable values.

At the date of this report, the Directors are not aware of any circumstances:

- (a) which would necessitate the writing off bad debts and providing of allowance of doubtful debts in the financial statements of the Company; and
- (b) which have arisen which render adherence to the existing method of valuation of assets or liabilities of the Company misleading or inappropriate.

In the interval between the end of the financial year and the date of this report:

- (a) no item, transaction or event of a material and unusual nature has arisen which, in the opinion of the Directors, would substantially affect the results of the operations of

the Company for the financial year in which this report is made; and

- (b) no charge has arisen on the assets of the Company which secures the liability of any other person nor has any contingent liability arisen in the Company.

In the opinion of the Directors, the results of the operations of the company during the financial year were not substantially affected by any item, transactions or event of a material and unusual nature.

No contingent liability or other liability of the Company has become enforceable or is likely to become enforceable within the period of twelve months after the end of the financial period which, in the opinion of the Directors, will or may affect the ability of the Company to meet its obligations when they fall due.

At the date of this report, the Directors are not aware of any circumstances not otherwise dealt with in this report or the

financial statements of the Company which would render any amount stated in the financial statements misleading.

#### **Holding corporation**

The Directors regard Tech Mahindra Limited, a company incorporated in India, as the holding corporation.

#### **Auditors**

The auditors, Messrs SSY Partners, have indicated their willingness to continue in office.

Signed on behalf of the Board in accordance with a resolution of the Directors dated 15 April, 2010.

**Milind Vasant Kulkarni** **Vikrant Chandrashekhar Gandhe**  
Director Director

Pune, India

### **Statement by Directors Pursuant to Section 169(15) of the Companies Act, 1965**

We, Milind Vasant Kulkarni and Vikrant Chandrashekhar Gandhe, being two of the Directors of Tech Mahindra (Malaysia) Sdn. Bhd., do hereby state that, in the opinion of the Directors, the accompanying financial statements set out on pages 4 to 18 are drawn up in accordance with the applicable MASB Approved Accounting Standards for Entities Other Than Private Entities in Malaysia so as to give a true and fair view of the financial position of the Company as at 31 March 2010 and of its financial performance and cash flows for the year then ended.

Signed on behalf of the Board in accordance with a resolution of the Directors dated 15 April 2010.

**Milind Vasant Kulkarni**  
Director

**Vikrant Chandrashekhar Gandhe**  
Director

### **Statutory Declaration Pursuant to Section 169(16) of the Companies Act, 1965**

I, Milind Vasant Kulkarni, being the Director primarily responsible for the financial management of Tech Mahindra (Malaysia) Sdn. Bhd., do solemnly and sincerely declare that to the best of my knowledge and belief the financial statements set out on pages 4 to 18 are correct and I make this solemn declaration conscientiously believing the same to be true, and by virtue of the provisions of the India Notary Act 1952.

Subscribed and solemnly declared by the abovenamed Milind Vasant Kulkarni at Pune on 15 April 2010.

**Milind Vasant Kulkarni**  
Director

Before me,

## Report of the Auditors to the Members of Tech Mahindra (Malaysia) Sdn. Bhd.

(Company No. 775522-U)  
(Incorporated in Malaysia)

### Report on the Financial Statements

We have audited the financial statements of Tech Mahindra (Malaysia) Sdn. Bhd., which comprise the balance sheet as at 31 March 2010, and the income statement, statement of changes in equity and cash flow statement for the year then ended, and a summary of significant accounting policies and other explanatory notes, as set out on pages 4 to 18.

#### *Directors' Responsibility for the Financial Statements*

The Directors of the Company are responsible for the preparation and fair presentation of these financial statements in accordance with the applicable MASB Approved Accounting Standards for Entities Other Than Private Entities in Malaysia. This responsibility includes: designing, implementing, and maintaining internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error; selecting and applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances.

#### *Auditors' Responsibility*

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with approved standards on auditing in Malaysia. Those standards require that we comply with ethical requirements and plan and perform our audit to obtain reasonable assurance whether the financial statements are free from material misstatement.

Our audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on our judgment,

including the assessment of risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, we consider internal control relevant to the Company's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. Our audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the Directors, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### *Opinion*

In our opinion, the financial statements have been properly drawn up in accordance with the applicable MASB Approved Accounting Standards for Entities Other Than Private Entities in Malaysia so as to give a true and fair view of the financial position of the Company as at 31 March 2010 and of its financial performance and cash flows for the year then ended.

**SSY PARTNERS**  
AF : 0040  
Chartered Accountants

Subang Jaya  
April 15, 2010

**Jason Sia Sze Wan**  
No. 2376/05/10 (J)  
Partner

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## Report of the Auditors to the Members of Tech Mahindra (Malaysia) Sdn. Bhd.

(Company No. 775522-U)  
(Incorporated in Malaysia)

We have audited the accompanying financial statements set out on pages 93 to 99. These financial statements are the responsibility of the Company's Directors.

We conducted our audit in accordance with applicable Approved Standards on Auditing in Malaysia. These standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. Our audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. Our audit also includes assessing the accounting principles used and significant estimates made by the Directors, as well as evaluating the overall financial statements presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion the financial statements have been properly drawn up in accordance with the applicable Malaysian Accounting Standards Board (MASB) Approved Accounting Standards in Malaysia for Entities Other Than Private Entities so as to give a true and fair view the financial position of the Company as at 31 March 2010 and of the results and Cash Flows of the Company for the year then ended.

**SSY PARTNERS**  
AF : 0040  
Chartered Accountants

Subang Jaya  
April 15, 2010

**Jason Sia Sze Wan**  
No. 2376/05/10 (J)  
Partner

## Balance Sheet as at March 31, 2010

	Note	2010 RM	2010 INR	2009 RM	2009 INR
<b>Non-current assets</b>					
Equipment	5	10,453	146,133	12,396	173,296
<b>Current assets</b>					
Trade and other receivables	6	6,452,642	90,207,935	1,869,442	26,134,799
Cash and bank balances		190,973	2,669,803	53,517	748,168
		<u>6,643,615</u>	<u>92,877,738</u>	<u>1,922,959</u>	<u>26,882,967</u>
<b>Current liabilities</b>					
Trade and other payables	7	2,794,101	39,061,532	156,824	2,192,399
Amount owing to holding corporation	8	3,100,877	43,350,260	1,355,285	18,946,884
		<u>5,894,978</u>	<u>82,411,792</u>	<u>1,512,109</u>	<u>21,139,283</u>
<b>Net current assets</b>		<u>748,637</u>	<u>10,465,946</u>	<u>410,850</u>	<u>5,743,684</u>
		<u>759,090</u>	<u>10,612,079</u>	<u>423,246</u>	<u>5,916,980</u>
<b>Financed by:</b>					
Share capital	9	312,822	4,373,252	312,822	4,373,252
Retained earnings		446,268	6,238,827	110,424	1,543,728
		<u>759,090</u>	<u>10,612,079</u>	<u>423,246</u>	<u>5,916,980</u>

The accompanying notes form an integral part of these financial statements.

## Income Statement for the year ended March 31, 2010

	Note	2010 RM	2010 INR	2009 RM	2009 INR
		RM	INR	RM	INR
Revenue					
Service income		13,043,859	182,353,149	3,590,377	50,193,470
Cost of services		(12,381,442)	(173,092,559)	(3,327,554)	(46,519,205)
Gross profit		662,417	9,260,590	262,823	3,674,265
Other operating income		-	-	24,797	346,662
Administrative expenses		(326,573)	(4,565,491)	(215,149)	(3,007,782)
Profit before taxation	10	335,844	4,695,099	72,471	1,013,145
Taxation	11	-	-	-	-
Profit for the year		335,844	4,695,099	72,471	1,013,145

The accompanying notes form an integral part of these financial statements.

## Statement of Changes in Equity for the year ended March 31, 2010

### In Ringgit Malaysia

	Share capital RM	Retained earnings RM	Total RM
At 1 April 2009	312,822	110,424	423,246
Profit for the year	-	335,844	335,844
At 31 March 2010	312,822	446,268	759,090
At 1 April 2008	312,822	37,953	350,775
Profit for the year	-	72,471	72,471
At 31 March 2009	312,822	110,424	423,246

### In Indian Rupee

	Share capital INR	Retained earnings INR	Total INR
At 1 April 2009	4,373,252	1,543,728	5,916,980
Profit for the year	-	4,695,099	4,695,099
At 31 March 2010	4,373,252	6,238,827	10,612,079
At 1 April 2008	4,373,252	530,583	4,903,835
Profit for the year	-	1,013,145	1,013,145
At 31 March 2009	4,373,252	1,543,728	5,916,980

The accompanying notes form an integral part of these financial statements.

## Cash Flow Statement for the year ended March 31, 2010

	Note	2010 RM	2010 INR	2009 RM	2009 INR
<b>Cash flows from operating activities</b>					
Profit before taxation		335,844	4,695,099	72,471	1,013,145
Adjustments for:					
Depreciation on equipment		5,243	73,297	4,780	66,824
Operating profit before working capital changes		341,087	4,768,396	77,251	1,079,969
Increase in trade and other receivables		(4,583,200)	(64,073,136)	(1,187,683)	(16,603,808)
Increase in trade and other payables		2,637,277	36,869,133	77,696	1,086,190
Increase in amount due to holding corporation		1,745,592	24,403,376	945,050	13,211,799
Net cash generated from/(used in) operating activities		140,756	1,967,769	(87,686)	(1,225,850)
<b>Cash flows from investing activities</b>					
Purchase of equipment		(3,300)	(46,134)	(480)	(6,710)
Net cash used in investing activities		(3,300)	(46,134)	(480)	(6,710)
Net increase /(decrease) in cash and cash equivalents		137,456	1,921,635	(88,166)	(1,232,560)
Cash and cash equivalents at beginning of year		53,517	748,168	141,683	1,980,728
Cash and cash equivalents at end of year	12	190,973	2,669,803	53,517	748,168

The accompanying notes form an integral part of these financial statements.

## Notes to the Financial Statements for the year ended March 31, 2010

### 1. Corporate information

The Company is a private limited liability company, incorporated and domiciled in Malaysia. The registered office of the Company is located at 35-3, Jalan SS 15/8A, 47500 Subang Jaya, Selangor Darul Ehsan.

The principal place of business of the Company is located at Malaysia Global Solution Centre, Persiaran APEC, 63000 Cyberjaya, Selangor.

The principal activities of the Company are to act as developer, advisor, consultants and implementer of software systems relating to information technology and electronic services including application and programming services, administration and management control, technical, scientific and operational assistance, systems design, project management training and support of personnel, management of service facility and generally, any type of business in connection therein. There have been no significant changes in the nature of these activities during the financial year.

The number of employees in the Company at the end of the financial year was 36 (2009:10).

### 2. Basis of preparation of the financial statements

The financial statements have been prepared in accordance with the MASB Approved Accounting Standards for Entities Other Than Private Entities in Malaysia.

The financial statements of the Company have been prepared under the historical cost convention, unless otherwise indicated in the summary of significant accounting policies (Note 3).

The preparation of financial statements in conformity with the applicable MASB Approved Accounting Standards for Entities Other Than Private Entities in Malaysia requires the Directors to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the reported year. Actual results could differ from those estimates.

### 3. Significant accounting policies

All significant accounting policies set out below are consistent with those applied in the previous financial year.

#### (a) Equipment and depreciation

Equipment is initially recorded at cost. Subsequent costs are included in the asset's carrying amount or recognised as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Company and the cost of the item can be measured reliably. Repairs and maintenance are charged to the income statement during the financial period in which they are incurred.

Subsequent to recognition, equipment is stated at cost less accumulated depreciation and impairment losses.

All assets are depreciated on a straight line basis to write off the cost of each asset to its residual value over their estimated useful lives at the following annual rates:

	%
Computer	25

Where an indication of impairment exists, the carrying amount of the assets is assessed and written down immediately to its recoverable amount.

Gains and losses on disposal are determined by comparing proceeds with carrying amount and are included in the income statement.

#### (b) Receivables

Receivables are carried at anticipated realisable value. Bad debts are written off in the period in which they are identified. An estimate is made for doubtful debts on a review of all outstanding amounts at the year end.

#### (c) Cash and cash equivalents

Cash and cash equivalents comprise cash in hand and bank balances.

#### (d) Payables

Payables are stated at the fair value of the consideration to be paid in the future for goods and services costs.

#### (e) Revenue recognition

Revenue from service income are recognised upon delivery of services and customers' acceptances, if any, or performance of services.

#### (f) Impairment of assets

The carrying amounts of assets, other than investment property, construction contract assets, property development costs, inventories, deferred tax assets and non-current assets (or disposal groups) held for sale, are reviewed at each balance sheet date to determine whether there is any indication of impairment. If any such indication exists, the asset's recoverable amount is estimated to determine the amount of impairment loss.

For the purpose of impairment testing of these assets, recoverable amount is determined on an individual asset basis unless the asset does not generate cash flows that are largely independent of those from other assets. If this is the case, recoverable amount is determined for the cash-generating unit (CGU) to which the asset belongs to.

An asset's recoverable amount is the higher of an asset's or CGU's fair value less costs to sell and its value in use. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset. Where the carrying amount of an asset exceeds its recoverable amount, the asset is considered impaired and is written down to its recoverable amount. Impairment losses recognised in respect of a CGU or groups of CGUs are allocated first to reduce the carrying amount of any goodwill allocated to those units or groups of units and then, to reduce the carrying amount of the other assets in the unit or groups of units on a pro-rata basis.

An impairment loss is recognised in income statement in the period in which it arises, unless the asset is carried at a revalued amount, in which case the impairment loss is accounted for as a revaluation decrease to the extent that the impairment loss does not exceed the amount held in the asset revaluation reserve for the same asset.

#### (g) Financial instruments

Financial instruments carried on the balance sheet include cash and bank balances, investments, receivables, payables and borrowings. The recognition methods adopted are disclosed in the respective accounting policy statements.

Financial instruments are classified as liabilities or equity in accordance with the substance of the contractual arrangement. Interest, dividends and gains and losses relating to a financial instrument classified as a liability, are reported as expense or income. Distributions to holders of financial instruments classified as equity are recognised directly in equity. Financial instruments are offset when the Company has a legally enforceable right to offset and intends to settle either on a net basis or to realise the asset and settle the liability simultaneously.

#### (h) Equity instrument

Ordinary shares are classified as equity.

#### (i) Income tax

Income tax on the profit or loss for the year comprises current and deferred tax. Current tax is the expected amount of income taxes payable in respect of the taxable profit for the year and is measured using the tax rates that have been enacted at the balance sheet date.

Deferred tax is provided for, using the liability method, on temporary differences at the balance sheet date between the tax bases of assets and liabilities and their carrying amounts in the financial statements. In principle, deferred tax liabilities are recognised for all taxable temporary differences and deferred tax



**3. Significant accounting policies (continued)**

assets are recognised for all deductible temporary differences, unused tax losses and unused tax can be utilised. Deferred tax is not recognised if the temporary difference arises from goodwill or negative goodwill or from the initial recognition of an asset or liability in a transaction which is not a business combination and at the time of the transaction, affects neither accounting profit nor taxable profit.

Deferred tax is measured at the tax rates that are expected to apply in the period when the asset is realised or the liability is settled, based on tax rates that have been enacted or substantively enacted at the balance sheet date. Deferred tax is recognised in the income statement, except when it arises from a transaction which is recognised directly in equity, in which case the deferred tax is also charged or credited directly in equity.

**(j) Foreign currency**

**i. Reporting currency**

The financial statements are presented in Ringgit Malaysia (RM) and Indian Rupee (INR) respectively.

**ii. Foreign currency transactions and balances**

Foreign currency transactions in the Company are accounted for at exchange rates prevailing at the transaction dates, unless hedged by forward foreign exchange contracts, in which case the rates specified in such forward contracts are used. Foreign currency monetary assets and liabilities are translated at exchange rates prevailing at the balance sheet date, unless hedged by forward foreign exchange contracts, in which case the rates specified in such forward contracts are used. Exchange differences arising from the settlement of foreign currency transactions and from the translation of foreign currency monetary assets and liabilities are included in the income statement.

**iii. Closing rates**

Amounts are translated for convenience into Indian Rupees at the exchange rate of INR13.98 = RM1 which approximates the market rate as at March 31, 2010. Comparatives figures are also translated at this rate.

The principal closing rates used in translation of foreign currency amounts are as follows:

	2010 RM	2009 RM
1 United States Dollar (USD)	3.2700	3.6200

**4. Changes in accounting policies and effects arising from adoption of new and revised FRSs**

The following new Financial Reporting Standards (FRSs) and Interpretations, and amendments to certain Standards and Interpretations were issued but not yet effective and have not been applied by the Company:

Effective for financial periods beginning on or after 1 July 2009

FRS 8: Operating Segments

**Effective for financial periods beginning on or after 1 January 2010**

FRS 4:	Insurance Contracts
FRS 7:	Financial Instruments: Disclosures
FRS 101:	Presentation of Financial Statements
FRS 123:	Borrowing Costs
Amendments to FRS 1:	First-time Adoption of Financial Reporting Standards
Amendments to FRS 2:	Share-based Payment – Vesting Conditions
Amendments to FRS 7:	Financial Instruments: Disclosures
Amendments to FRS 127:	Consolidated and Separate Financial Statement: Cost of an Investment in a Subsidiary, Jointly Controlled Entity or Associate
Amendments to FRS 132:	Financial Instruments: Presentation
Amendments to FRS 139:	Financial Instruments: Recognition and Measurement

Amendments to FRSs:	Improvements to FRSs (2009)
IC Interpretation 9:	Reassessment of Embedded Derivatives
IC Interpretation 10:	Interim Financial Reporting and Impairment
IC Interpretation 11:	FRS 2 – Group and Treasury Share Transactions
IC Interpretation 13:	Customer Loyalty Programmes
IC Interpretation 14:	FRS 119 – The Limit on a Defined Benefit Asset, Minimum Funding Requirements and their interaction
Amendments to IC Interpretation 9:	Reassessment of Embedded Derivatives (revised 2009)

**Effective for financial periods beginning on or after 1 July 2010**

FRS 1:	First-time Adoption of Financial Reporting Standards
Amendments to FRS 138:	Intangible Assets
Amendments to IC Interpretation 9:	Reassessment of Embedded Derivatives
FRS 3:	Business Combinations
FRS 127:	Consolidated and Separate Financial
Amendments to FRS 2:	Share-based Payment
Amendments to FRS 5:	Non-current Assets Held for Sale and Discontinued operations
Amendments to FRS 138:	Intangible Assets
IC Interpretation 12:	Service Concession Arrangements
IC Interpretation 15:	Agreements for the Construction of Real Estate
IC Interpretation 16:	Hedges of a Net Investment in a Foreign Operation
IC Interpretation 17:	Distribution of Non-cash Assets to Owners
Amendments to IC Interpretation 9:	Reassessment of Embedded Derivatives (revised in 2010)

The revised FRS 101 will affect the presentation of the Company's financial statements. The adoption of other new/revised standards as well as the above amendments to FRSs and IC Interpretations are not expected to have any significant impact on the financial statements of the Company. The possible impact of applying FRS 4 and FRS 7 on the financial statements in the period of initial application as required by paragraph 30(b) of FRS 108 Accounting Policies, Changes in Accounting Estimates and Errors is not disclosed by virtue of the exemptions given in the respective FRSs.

**5. Equipment**

	Computer RM	INR
<b>Carrying amount</b>		
At 1 April 2009	12,396	173,296
Additions	3,300	46,134
Depreciation charge	(5,243)	(73,297)
<b>At 31 March 2010</b>	<u>10,453</u>	<u>146,133</u>
<b>At 31 March 2010</b>		
Cost	22,622	316,255
Accumulated depreciation	(12,169)	(170,122)
Carrying amount	<u>10,453</u>	<u>146,133</u>
<b>Carrying amount</b>		
At 1 April 2008	16,696	233,410
Additions	480	6,710
Depreciation charge	(4,780)	(66,824)
<b>At 31 March 2009</b>	<u>12,396</u>	<u>173,296</u>
<b>At 31 March 2009</b>		
Cost	19,322	270,121
Accumulated depreciation	(6,926)	(96,825)
Carrying amount	<u>12,396</u>	<u>173,296</u>

**6. Trade and other receivables**

	2010 RM	2010 INR	2009 RM	2009 INR
Trade receivables	6,336,651	88,586,381	1,703,847	23,819,781
Other receivables	115,991	1,621,554	165,595	2,315,018
	<u>6,452,642</u>	<u>90,207,935</u>	<u>1,869,442</u>	<u>26,134,799</u>

**7. Trade and other payables**

	2010 RM	2010 INR	2009 RM	2009 INR
Trade payables	66,742	933,053	21,270	297,354
Other payables	345,397	4,828,650	135,554	1,895,045
Provision for expenses	2,381,962	33,299,829	-	-
	<u>2,794,101</u>	<u>39,061,532</u>	<u>156,824</u>	<u>2,192,399</u>

**8. Holding corporation**

The Directors regard Tech Mahindra Limited, a corporation incorporated in India as the holding corporation.

Amount due to holding corporation is unsecured, interest free and has no fixed terms of repayment.

The significant account balances with holding corporation as at March 31 are as follows:

	2010 RM	2010 INR	2009 RM	2009 INR
Amount due from holding corporation	2,931,508	40,982,482	144,561	2,020,963
Amount due to holding corporation	(6,032,385)	(84,332,742)	(1,499,846)	(20,967,847)
	<u>(3,100,877)</u>	<u>(43,350,260)</u>	<u>(1,355,285)</u>	<u>(18,946,884)</u>

**9. Share capital**

	2010 RM	2010 INR	2009 RM	2009 INR
<b>Authorised:</b>				
5,000,000 ordinary shares of RM1 each	5,000,000	67,250,000	5,000,000	67,250,000
<b>Issued and fully paid:</b>				
312,822 ordinary shares of RM1 each	312,822	4,373,251	312,822	4,373,251

**10. Profit before taxation**

	2010 RM	2010 INR	2009 RM	2009 INR
<b>Profit before taxation for the year is arrived at after charging:</b>				
Staff costs	2,507,375	35,053,102	854,591	11,947,182
Depreciation on equipment	5,243	73,297	4,780	66,824
Loss on foreign exchange	13,878	194,014	-	-
Auditors' remuneration				
- Current year	9,500	132,810	8,000	111,840
- Underprovision in prior year	1,000	13,980	1,000	13,980
Rental of premises and crediting:	31,500	440,370	81,405	1,138,042
Gain on foreign exchange	-	-	24,797	346,662
	<u>2,567,996</u>	<u>33,907,573</u>	<u>974,573</u>	<u>13,624,530</u>

**11. Taxation**

No Income tax is provided for the current financial year as the Company was awarded MSC Malaysia Status and is eligible for Income tax exemption on statutory income.

A reconciliation of Income tax expense applicable to the results of the Company at the statutory Income tax rate to Income tax expense at the effective income tax rate of the Company is as follows:

	2010 RM	2010 INR	2009 RM	2009 INR
Profit before taxation	335,844	4,695,099	72,471	1,013,145
Taxation at Malaysian statutory rate of 20%	67,169	939,023	14,495	202,640
Expenses not deductible for tax purposes	3,174	44,372	8,086	113,042
Tax exempt income	(70,343)	(983,395)	(22,581)	(315,682)
	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>

**12. Cash and cash equivalents**

Cash and cash equivalents at the end of the financial year comprised the following:

	2010 RM	2010 INR	2009 RM	2009 INR
Cash in hand	1,510	21,110	10,002	139,828
Cash at bank (US Dollar)	4,247	59,373	5,805	81,154
Cash at bank	185,216	2,589,320	37,710	527,186
	<u>190,973</u>	<u>2,669,803</u>	<u>53,517</u>	<u>748,168</u>

**13. Significant related party transactions**

The Company has transactions with its holding corporation and the financial statements reflect the effects of these transactions on the basis agreed upon between the Company and its holding corporation which basis might be different from transactions with unrelated parties.

Significant transactions with holding corporation during the year consist of:

	2010 RM	2010 INR	2009 RM	2009 INR
<b>Revenues</b>				
Service income charged to holding corporation	5,934,863	82,969,385	1,280,316	17,898,817
<b>Expenses</b>				
Cost of services charged by holding corporation	7,108,996	99,383,764	2,310,061	32,294,653

**14. Fair values of financial instruments**

The fair values of the financial instruments of the Company as at March 31, 2010 are not materially different from their carrying values.

## TECH MAHINDRA (BEIJING) IT SERVICES LIMITED

### **Board of Directors**

Mr. Vineet Nayyar - Chairman

Mr. C. P. Gurnani

Mr. C. K. Krishnadas

Mr. Sujit Baksi

### **Registered Office**

Room 2925 of 29F Block C,  
Central International Trade Center,  
6A Jian Guo Men Wai Avenue,  
Chao Yang District,  
Beijing

### **Bankers**

HSBC Bank

### **Auditors**

Zhong Sheng Jia Hua

Certified Public Accountants

## DIRECTORS' REPORT TO THE SHAREHOLDERS

Your Directors present their Report together with the audited accounts of your Company for the year ended December 31, 2009.

### Financial Results

For the year ended December 31	2009 RMB	2009 INR	2008 RMB	2008 INR
Income	-	-	-	-
Profit/(Loss) before tax	<b>(1,756,814)</b>	<b>(12,122,017)</b>	(2,118,254)	(14,615,953)
Profit/(Loss) after tax	<b>(1,756,814)</b>	<b>(12,122,017)</b>	(2,118,254)	(14,615,953)

### Review of Operations:

The Company continued its marketing activities but as no income was earned, there was a loss of RMB 1,756,814 (INR 12,122,017).

### Directors:

There was no change in the directors during the year under review.

### Outlook for the current year:

The Company is optimistic of getting business in near future.

### Acknowledgements:

Your Directors gratefully acknowledge the co-operation and assistance received from the employees, bankers, State and other Government Authorities and support from the shareholder.

C. P. Gurnani  
Director

Place: Pune

Date : December 31, 2009

## REPORT OF THE AUDITORS

**Shengjiawaishenzi[2010]No.004**

### TO TECH MAHINDRA (BEIJING) IT SERVICES LIMITED

We have accepted the entrustment from Tech Mahindra (Beijing) IT Services Ltd. and have audited the accompanying balance sheet of the Company as of December 31, 2009 and the related consolidated cash flow statements, profit/loss and profit distribution statements for the year then ended.

Management is responsible for the preparation of these financial statements in accordance with the Accounting Standards for Business Enterprises and Accounting Systems for Business Enterprises. This responsibility includes :

- (1) designing, implementing and maintaining internal control relevant to the preparation of financial statements that are free from material misstatement, whether due to fraud or error;
- (2) selecting and applying appropriate accounting policies;
- (3) making accounting estimates that are reasonable in the circumstances.

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with the Independent Auditing Standards of China. These standards require that we comply with ethical

requirements and plan and perform the audit to obtain reasonable assurance whether the financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amount and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

In our opinion, the financial statements present fairly, in all material respects, the financial position of Tech Mahindra (Beijing) IT Services Ltd. as of December 31, 2009, and of its financial performance and its cash flows for the year then ended in accordance with the Accounting Standards for Business Enterprises and Accounting Systems for Business Enterprises.

Beijing Zhong Sheng Jia Hua Certified Public Accountants Co., Ltd.

PRC Certified Public Accountant: Zhang Dan

PRC Certified Public Accountant: Wu Bo

Beijing, PRC, 15 March 2010.

## Balance Sheet (As of December 31, 2009)

RMB Yuan

Assets	No.	Beginning of period	End of period	Liabilities and Shareholders Equity	No.	Beginning of period	End of period
Current assets :				Current liabilities :			
Cash and bank	1	82,402.24	<b>357,007.01</b>	Short-term loans	68		
Short-term investment	2			Bills payable	69		
Bills receivable	3			Accounts payable	70		
Dividend receivable	4			Advances on sales	71		
Interest receivable	5			Wages and salaries unpaid	72		
Accounts receivable	6			Staff welfare fund unpaid	73		
Other receivables	7	19,551.57	<b>19,551.57</b>	Dividend unpaid	74		
Prepayments	8			Tax unpaid	75	11,685.00	<b>11,685.00</b>
Subsidy receivable	9			Other outstanding payments	80	886,455.08	<b>1,868,561.00</b>
Inventories	10			Other expenses	81		
Deferred expenses	11	13,300.00	<b>13,300.00</b>	Contingent liabilities	82		
Long-term investment in bonds to be expired within one year	21				83		
Other current assets	24			Long-term liabilities to be expired within one year	86		
Total current assets :	31	<b>115,253.81</b>	<b>389,858.58</b>	Other current liabilities :	90	-	<b>25,000.00</b>
Long-term investment :				Total current liabilities :	100	<b>898,140.08</b>	<b>1,905,246.00</b>
Long-term investment in stocks	32			Long-term liabilities :			
Long-term investment in bonds to be expired within one year	34			Long-term loans	101		
Total long-term investment	38			Bonds payable	102		
Fixed assets :				Long-term accounts payable	103		
Fixed assets, at cost	39	14,710.00	<b>17,939.20</b>	Specific payable	106		
Less : Accumulated depreciation	40	1,828.35	<b>4,815.23</b>	Other long-term liabilities :	108		
Fixed assets, net value	41	12,881.65	<b>13,123.97</b>	Total long-term liabilities	110		
Less : Provision for devaluation of fixed assets	42			Deferred taxation :			
Fixed assets, net amount	43	12,881.65	<b>13,123.97</b>	Deferred tax, credit	111		
Construction materials	44			Total liabilities	114	<b>898,140.08</b>	<b>1,905,246.00</b>
Construction in progress	45			Shareholders' Equity :			
Disposal of fixed assets	46			Share capital	115	<b>1,407,429.50</b>	<b>2,431,984.50</b>
Total fixed assets	50	<b>12,881.65</b>	<b>13,123.97</b>	Less : Investment returned	116		
Intangible and other assets :				Paid-up capital (stock)	117	1,407,429.50	<b>2,431,984.50</b>
Intangible assets	51			Capital reserve fund	118		
Long-term deferred expenses	52			Surplus reserve fund	119		
Other deferred expenses	53			Including : Staff welfare fund	120		
Total intangible and other assets	60			Undistributed profit	121	(2,177,434.12)	<b>(3,934,247.95)</b>
Deferred taxation :				Shareholders' Equity :	122	<b>(770,004.62)</b>	<b>(1,502,263.45)</b>
Deferred taxation, debit	61			Total Liabilities and Shareholders' Equity	135	<b>(128,135.46)</b>	<b>402,982.55</b>
<b>Total Assets</b>	67	<b>128,135.46</b>	<b>402,982.55</b>				

**Income Statement (For the year ended December 31, 2009)**

RMB Yuan

Item	No.	Last year cumulative	Current year cumulative
1. Principal operating revenues	1		
Less : operating cost	4		
operating tax and subsidies	5		
2. Principal operating profit	10		
Add : Other operating profit	11		
Less : Operating expense	14	2,092,764.87	<b>1,740,303.13</b>
Administration expense	15	7,574.68	<b>4,411.88</b>
Financial expense	16	15,681.51	<b>5,945.14</b>
3. Operating profit	18	(2,116,021.06)	<b>(1,750,660.15)</b>
Add : Investment income	19		
Subsidy income	22		
Non-operating income	23	-	<b>3,245.96</b>
Less : Non-operating expense	25	2,232.57	<b>9,399.64</b>
4. Total profit	27	(2,118,253.63)	<b>(1,756,813.83)</b>
Less : Income tax payable	28		
5. Net profit	30	(2,118,253.63)	<b>(1,756,813.83)</b>

**Cash flow Statement (For the year ended December 31, 2009)**

RMB Yuan

Items	No.	Amount
1. Cash flows from operating activities :		
Cash inflow from sale of goods and provision of services	1	
Repayment of tax received	3	3,245.96
Other cash inflow relating to operating activities	8	723.64
<b>Total cash inflow</b>	9	3,969.60
Payments for purchase of goods and receipt of services	10	
Payments to and for staff	12	743,811.04
Taxation paid	13	2,446.00
Other Payments relating to operating activities	18	
<b>Total cash outflow</b>	20	746,257.04
Net cash inflow/outflow generated from operations	21	(742,287.44)
2. Cash flow from investing activities :		
Cash inflow from retirement of investment	22	
Cash inflow from profit of investment	23	
Cash gain of disposal of fixed assets, intangible assets and other long-term investment	25	
Other proceeds relating to investment activities	28	
<b>Total cash inflow</b>	29	-
Purchase of fixed assets, intangible assets and other long-term assets	30	3,229.20
Cash paid for investment	31	
Other cash paid relating to investment activities	35	
<b>Total cash outflow</b>	36	3,229.20
Net cash inflow/outflow generated from investment activities	37	(3,229.20)
3. Cash flows from financing activities:		
Absorption of investment	38	1,024,555.00
Borrowings raised	40	
Other cash inflow relating to financing activities	43	
<b>Total cash inflow</b>	44	1,024,555.00
Borrowings repaid	45	
Dividend, interest and profit paid	46	
Other cash outflow relating to financing activities	52	
<b>Total cash outflow</b>	53	-
Net cash inflow/outflow generated from financing activities	54	1,024,555.00
4. Influence of fluctuation of exchange rate	55	(4,433.59)
5. Net increase in cash and cash equivalents	56	274,604.77



**Cash flow Statement (For the year ended December 31, 2009)**

Supplementary information

RMB Yuan

Supplementary information	No.	Amount
1. Adjustment of net profit to cash flows generated from operations:		
Net profit	57	<b>(1,756,813.83)</b>
Add : Provision for devaluation of assets	58	
Depreciation of fixed assets	59	<b>2,986.88</b>
Amortization of intangible assets	60	
Amortization of long-term expense	61	
Decrease of deferred expenses (Less : increase)	64	
Increase of pre-paid expense (Less : decrease)	65	<b>25,000.00</b>
Loss on disposal of fixed assets, intangible assets and other long-term assets (Less : gain)	66	
Loss on retirement of fixed assets	67	
Financial expense	68	<b>4,433.59</b>
Investment loss (Less : investment gain)	69	
Deferred tax, credit (Less : debit)	70	
Decrease of inventories (Less : increase)	71	
Decrease of receivables in operations (Less : increase)	72	
Increase of payables in operations (Less : decrease)	73	<b>982,105.92</b>
Others	74	
Net cash inflow/outflow generated from operations	75	<b>(742,287.44)</b>
2. Investing and financing activities not relating to cash flows :		
Capital transferred from liabilities	76	
Transferable bonds to be expired within one year	77	
Fixed assets transferred from financing activities	78	
3. Net increase in cash and cash equivalents		
Cash and bank balances at end of period	79	<b>357,007.01</b>
Less: Cash and bank balances at beginning of period	80	<b>82,402.24</b>
Cash equivalent at end of period	81	
Less: Cash equivalent at beginning of period	82	
Net increase in cash and cash equivalents	83	<b>274,604.77</b>



**Adjusted Statement of Taxable Profit**  
(For the year ended December 31, 2009)

RMB Yuan

Item	Reported Balance	Adjusted Balance	Audit Balance
1. Principal operating revenues Less: Operating cost Operating tax and subsidies			
2. Principal operating profit Add: Other operating profit Less: Operating expense Administration expense Financial expense	- 1,740,303.13 4,411.88 5,945.14		- 1,740,303.13 4,411.88 5,945.14
3. Operating profit Add: Investment income Subsidy income Non-operating income Less: Non-operating expense	(1,750,660.15)  3,245.96 9,399.64		(1,750,660.15)  3,245.96 9,399.64
4. Total profit Add: Adjusted increase Less: Adjusted decrease Taxable Profit	(1,756,813.83) 220,435.38  (1,536,378.45)		(1,756,813.83) 220,435.38  (1,536,378.45)

**Tax & Fees Paid Statement**

RMB Yuan

Item	Underpaid at the beginning of period	Payable	Paid	Underpaid at the end of period
Value added tax Business Tax Consumer Tax Resource tax Income Tax for Enterprises Vehicle and vessel usage license plate tax Housing property tax Stamp tax Personal income tax Tenure tax Allowance of consumption fund				
Stamp tax	-	1,710.00	1,710.00	-
Personal income tax	11,685.00	140,220.00	140,220.00	11,685.00
Total	11,685.00	141,930.00	141,930.00	11,685.00

**REPORT OF THE AUDITORS ON FOREIGN EXCHANGE REVENUE AND SPENDING STATEMENT**

**Shengjiawaishenzi[2010]No.004**

**TO TECH MAHINDRA (BEIJING) IT SERVICES LTD.**

We have audited the accompanying Foreign Exchange Revenue and Spending Statement of the Company as of December 31, 2009. The management of the Company is responsible for the preparation of this statement in accordance with the prevailing regulations for foreign exchange administration in China. Our responsibility is to express an audit opinion on the statement based on our audit.

We conducted our audit in accordance with the Audit Guidance Propose of Foreign Exchange Revenue and Spending Statement from Chinese Institute of Certified Public

Accountants. Our audit included record and paper check, enquiry and analysis. As a result, we take the assurance that our audit offers reasonable basis for our opinion.

In our opinion, the Foreign exchange revenue and spending statement accords with the regulations of State Foreign Exchange Administration in all significant aspects.

This report of the auditors can only be used with delivering the Foreign Exchange Revenue and Spending Statement to State foreign exchange Administration department, and not be used in other purpose.

Beijing Zhong Sheng Jia Hua Certified Public Accountants  
Co., Ltd.

PRC Certified Public Accountant : Zhang Dan

PRC Certified Public Accountant : Wu Bo

Beijing, PRC, 15 March 2010

**Foreign Exchange Revenue and Spending Statement**

Prepared by Tech Mahindra (Beijing) IT Services Ltd.

December 31, 2009

Organizing Body Code 66690378-3

Foreign Exchange Registration Certificate No. 1100000718

Unit:US\$

Notes: Foreign Exchange

Abbr. Forex

Assets	Beginning of period	End of Period	Liabilities and ordinary items balance	Beginning of period	End of Period
1. Forex cash and bank			11. Forex accounts payable among which:		
1.1 Cash			domestic accounts payable		
1.2 Capital account deposit	5193.66	<b>50752.23</b>	11.1 Trade in goods among which:		
1.3 Current account deposit			One-year and above financial lease		
1.4 External debt account deposit			11.2 Trade in services among which:		
1.5 other account deposit			One-year and above		
2. Forex accounts receivable among which:			11.3 Other payable among which:		
domestic account receivable			One-year and Above		
2.1 Trade in goods			12. Advances on forex sales		
2.2 Trade in services			Among which: One-year and Above		
2.3 Other receivable			13. Wages and salaries of foreign employees unpaid		
3. Prepayment forex			14. Forex dividend unpaid among which: One-year and Above		
4. Forex dividend receivable among which:			15. Overseas loans		
Domestic account receivable			15.1 Financial institutions loans		
5. Overseas investment among which:			15.2 Affiliated enterprise loans		
Fixed assets			15.3 Other loans		
Intangible assets			15.4 Bonds		
6. Domestic forex investment			16. Domestic forex loans among which: Domestic foreign-capital financial institution loans		
7. Non-forex assets			17. Forex Interest unpaid Among which: Domestic interest unpaid		
7.1 RMB			18. Paid-up overseas capital		
7.2 Fixed assets			18.1 Foreign direct investment	200000.00	<b>350000.00</b>
7.3 Intangible assets			18.2 Foreign stock investment		
7.4 Capital pricing transfer			19. Paid-up domestic Forex capital		
7.5 Unilateral capital transfers			20. Ordinary items balance		
7.6 Other					
8. Sale and purchase of Forex balance	194806.34	<b>299247.77</b>			
9. Exchange rate convert balance					
10. Other assets					
<b>Total Assets</b>	<b>200000.00</b>	<b>350000.00</b>	<b>Total Liabilities and ordinary items balance</b>	<b>200000.00</b>	<b>350000.00</b>

- Note:**
- External guaranties increase 0.00US\$, decrease 0.00US\$, the account at the end of 2009 is US\$0.00
  - According to stock right or promise proportion, the distribute net profit unpaid to foreign-side at the end of 2009 is US\$-576176.44 .
  - The account of "Other assets" is 0.00% of "Total assets".

Date: December 31, 2009

Tabulation : Sunjing

Financial director : Mr. Nitin Kulkarni

Legal Representative: Mr. Rohit Gandhi

## VENTURBAY CONSULTANTS PRIVATE LIMITED

### **Board of Directors**

Mr. Vineet Nayyar - Chairman

Mr. Atanu Sarkar

Mr. Milind Kulkarni

Mr. Ravindra Kulkarni

Mr. Sonjoy Anand

Mr. Ulhas N. Yargop

### **Registered Office**

Sharda Centre,  
Off Karve Road,  
Pune-411 004

### **Bankers**

HSBC Bank

### **Auditors**

Deloitte Haskins & Sells  
Chartered Accountants

## DIRECTORS' REPORT TO THE SHAREHOLDERS

Your Directors present their Sixth Annual Report together with the audited Accounts of your Company for the year ended 31<sup>st</sup> March 2010.

### FINANCIAL RESULTS

	(Rupees in Million)	
For the year ended March 31,	2010	2009
Total Income	98.53	NIL
Loss for the year before tax	709.70	0.03
Provision for Tax	NIL	NIL
Loss for the year	709.70	0.03
Loss brought forward from the previous years	0.07	0.03
	<b>709.77</b>	0.07

### DIVIDEND

In view of the losses, your Directors do not recommend any dividend for the year under review.

### SHARE CAPITAL

During the year, the authorised share capital of your company was increased from Rs. 300,000,000 to Rs. 350,000,000. The Paid-up Share Capital of the Company as on 31<sup>st</sup> March 2010 was Rs. 304,723,000.

### ISSUE AND REDEPTION OF OPTIONALLY CONVERTIBLE DEBENTURES (OCD's) AND CONVERSION OF ICD's INTO EQUITY

During the year under review, the Company issued and allotted Optionally Convertible Debentures (OCD's) of Rs. 550 Crores for the purpose of funding the acquisition of Satyam Computer Services Limited. These OCD's have been fully repaid.

The Inter Corporate Deposit (ICD's) placed by Tech Mahindra Limited i.e. Holding Company were partly utilized for aforesaid payments. These ICD's have been converted into equity shares by allotting 4,961,300 equity shares of Rs.10 each at a premium of Rs. 990 per share to Tech Mahindra Limited. Consequently, the Company has no loans as on 31<sup>st</sup> March 2010.

### UPDATE ON ACQUISITION OF SHARES OF SATYAM COMPUTER SERVICES LIMITED

Consequent upon winning the bid for acquisition of a controlling stake in Satyam Computer Services Limited (Satyam), the following shares have been allotted to / acquired by the Company during the year:

1. On 5<sup>th</sup> May 2009, Satyam allotted 302,764,327 shares on preferential basis to the Company, representing 31% of its share capital.
2. During the year, the Company made a Public Announcement ("PA") on 22<sup>nd</sup> April 2009. The Company and Tech Mahindra Limited as Person Acting in Concert (PAC) had made an open public offer ("Offer") to acquire up to 199,079,413 fully paid up equity shares of Rs. 2 each representing 20% of the Fully Diluted Share Capital of Satyam at a price of Rs. 58 per fully paid up equity share. 420,915 equity shares of Rs. 2 each representing 0.04% were offered by the shareholders of Satyam under this Offer and accepted by your Company.
3. On 10<sup>th</sup> July 2009, Satyam allotted 198,658,498 equity shares on preferential basis to the Company.

Thus, as on 31<sup>st</sup> March 2010, your Company holds 501,843,740 equity shares of Rs. 2 each representing 42.67% of the total paid up capital of Satyam.

### DIRECTORS

Mr. Milind Kulkarni and Mr. Atanu Sarkar retire by rotation and being eligible, offers themselves for reappointment.

Mr. Ravindra Kulkarni has been appointed as an additional director on 29<sup>th</sup> April 2010 and holds office upto the date of the ensuing Annual General Meeting. Notice as required under section 257 of the Companies Act, 1956, along with the requisite amount of deposit, has been received for nominating Mr. Ravindra Kulkarni for the office of Director of the Company at the forthcoming Annual General Meeting.

### PUBLIC DEPOSITS AND LOANS/ADVANCES

The Company has not accepted any deposits from the public or its employees during the year under review.

The Company has not made any loans/advances which are required to be disclosed in the annual accounts of the Company pursuant to Clause 32 of the Listing Agreement with the parent company - Tech Mahindra Limited.

### CONSERVATION OF ENERGY AND TECHNOLOGY ABSORPTION

In view of the nature of activities that are being carried on by your Company, Rules 2A and 2B of the Companies (Disclosure of Particulars in the Report of Board of Directors) Rules, 1988, concerning conservation of energy and technology absorption, respectively are not applicable to your Company. Your Company requires minimal energy consumption and every endeavour has been made to ensure the optimal use of energy, avoid wastage and conserve energy as far as possible.

**PARTICULARS OF EMPLOYEES AS REQUIRED BY SECTION 217(2A) OF THE COMPANIES ACT, 1956 AND RULES FRAMED THEREUNDER**

The Company had no employee who was in receipt of remuneration of not less than Rs. 24,00,000 during the year ended 31<sup>st</sup> March, 2010 or not less than Rs. 2,00,000 per month during any part of the said year.

**AUDITORS**

M/s. Deloitte Haskins & Sells, Chartered Accountants, the Auditors of your Company, hold office up to the conclusion of the forthcoming Annual General Meeting of the Company and have given their consent for re-appointment. The shareholders will be required to elect auditors for the current year and fix their remuneration. Your Company has received a written confirmation from M/s. Deloitte Haskins & Sells to the effect that their appointment, if made, would be in conformity with the limits prescribed in Section 224 of the Companies Act, 1956. The Board recommends the re-appointment of M/s. Deloitte Haskins & Sells as the Auditors of the Company.

**DIRECTORS' RESPONSIBILITY STATEMENT**

Pursuant to section 217(2AA) of the Companies Act, 1956, your Directors, based on the representation received from the Operating Management, and after due enquiry, confirm that:

- i. in the preparation of the annual accounts, the applicable accounting standards have been followed;
- ii. they have, in the selection of the accounting policies, consulted the Statutory Auditors and these have been

applied consistently and reasonable and prudent judgments and estimates have been made so as to give a true and fair view of the state of affairs of the Company as at 31<sup>st</sup> March 2010 and of the loss of the Company for the year ended on that date;

- iii. proper and sufficient care has been taken for the maintenance of adequate accounting records in accordance with the provisions of the Companies Act, 1956 for safeguarding the assets of the Company and for preventing and detecting fraud and other irregularities;
- iv. the annual accounts have been prepared on a going concern basis.

**ACKNOWLEDGEMENTS**

Your Directors are thankful for the co-operation and assistance received from bankers, regulatory and Governmental authorities and its shareholders and look forward to their continued support in the future.

For and on behalf of the Board

Vineet Nayyar  
Chairman

Place: Pune  
Date: 29<sup>th</sup> April 2010



## Auditors' Report

### To the Members of Venturbay Consultants Private Limited

1. We have audited the attached Balance Sheet of VENTURBAY CONSULTANTS PRIVATE LIMITED ("the Company") as at 31st March, 2010, the Profit and Loss Account and the Cash Flow Statement of the Company for the year ended on that date, both annexed thereto. These financial statements are the responsibility of the Company's Management. Our responsibility is to express an opinion on these financial statements based on our audit.
2. We conducted our audit in accordance with the auditing standards generally accepted in India. Those Standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatements. An audit includes examining, on a test basis, evidence supporting the amounts and the disclosures in the financial statements. An audit also includes assessing the accounting principles used and the significant estimates made by the 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 (CARO) issued by the Central Government in terms of Section 227(4A) 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 in paragraph 3 above, we report as follows:
  - (a) we have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purposes of our audit;
  - (b) in our opinion, proper books of account as required by law have been kept by the Company so far as it appears from our examination of those books;
  - (c) the Balance Sheet, the Profit and Loss Account and the Cash Flow Statement dealt with by this report are in agreement with the books of account;
  - (d) in our opinion, the Balance Sheet, the Profit and Loss Account and the Cash Flow Statement dealt with by this report are in compliance with the Accounting Standards referred to in Section 211(3C) of the Companies Act, 1956;
  - (e) in our opinion and to the best of our information and according to the explanations given to us, the said accounts give the information required by the Companies Act, 1956 in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India:
    - (i) in the case of the Balance Sheet, of the state of affairs of the Company as at 31st March, 2010;
    - (ii) in the case of the Profit and Loss Account, of the loss of the Company for the year ended on that date and
    - (iii) in the case of the Cash Flow Statement, of the cash flows of the Company for the year ended on that date.
5. On the basis of the written representations received from the Directors as on 31st March, 2010 taken on record by the Board of Directors, none of the Directors is disqualified as on 31st March, 2010 from being appointed as a director in terms of Section 274(1)(g) of the Companies Act, 1956.

**For Deloitte Haskins & Sells**  
Chartered Accountants  
(Registration No. 117366W)

Hemant M. Joshi  
Partner  
(Membership No. 38019)

Place : Pune  
Date : April 29, 2010

**Annexure to the Auditors' Report**

(Referred to in paragraph 3 of our report of even date)

- (i) Having regard to the nature of the Company's activities, clauses (ii), (xiii) and (xiv) of CARO are not applicable.
- (ii) In respect of its fixed assets:
  - (a) The Company has maintained proper records showing full particulars, including quantitative details and situation of the fixed assets.
  - (b) As explained to us, the fixed assets were physically verified by the management during the year ended March 31, 2010 and no material discrepancies were noted on such verification.
  - (c) The Company has not disposed off any fixed asset during the year. Accordingly Sub Clause (c) of Clause (i) of paragraph 4 of the Companies (Auditor's Report) order, 2003 is not applicable to the Company.
- (iii) The Company has neither granted nor taken any loans, secured or unsecured, to/from companies, firms or other parties listed in the Register maintained under Section 301 of the Companies Act, 1956. Accordingly, the provisions of Sub Clauses (b), (c), (d), (f) and (g) of the Clause (iii) of paragraph 4 of Companies (Auditors' Report) Order, 2003 are not applicable to the Company.
- (iv) In our opinion and according to the information and explanations given to us, there is an adequate internal control system commensurate with the size of the Company and the nature of its business with regard to purchases of fixed assets. During the course of our audit we have not observed any major weakness in the internal control system. During the year, the Company did not undertake any activity of purchase of inventory and sale of goods and services.
- (v) According to the information and explanations given to us, there are no contracts or arrangements that need to be entered into the register referred to in Section 301 of the Companies Act, 1956. Accordingly, the provisions of Sub Clauses (a) and (b) of the Clause (v) of paragraph 4 of of Companies (Auditors' Report) Order, 2003 are not applicable to the Company.
- (vi) According to the information and explanations given to us, the Company has not accepted any deposit from the public during the year.
- (vii) The paid-up capital and reserves of Company as at the commencement of the financial year is less than Rs. 50 lakhs and there are no revenues in the last three financial years. Accordingly Clause (vii) of paragraph 4 of the Companies (Auditor's Report) Order, 2003 is not applicable to the Company.
- (viii) According to the information and explanations given to us, the Central Government has not prescribed maintenance of cost records under clause (d) of sub-section (1) of Section 209 of the Act. Accordingly, the provisions of Clause (viii) of paragraph 4 of Companies (Auditors' Report) Order, 2003 is not applicable to the Company.
- (ix) According to the information and explanations given to us in respect of statutory dues:
  - (a) The Company has been regular in depositing undisputed statutory dues in respect of tax deducted at source with the appropriate authorities.  
  
As explained to us, the Company did not have any dues in respect Provident fund, Investor Education and Protection Fund, Employees' State Insurance, Income-tax, Sales Tax, Wealth Tax, Service Tax, Custom Duty, Excise Duty, Cess and any other material statutory dues.
  - (b) There were no undisputed amounts payable in respect of Income-tax, Wealth Tax, Custom Duty, Excise Duty, Cess and other material statutory dues in arrears as at 31st March, 2010 for a period of more than six months from the date they became payable.
  - (c) There are no dues of sales tax, Income-tax, Customs duty, Wealth Tax, Service tax, Excise duty and cess which have not been deposited with the appropriate authorities on account of any dispute.
- (x) The accumulated losses of the Company at the end of the financial year are less than fifty percent of its net worth. The Company has incurred cash losses in the financial year and in the immediately preceding financial year.
- (xi) In our opinion and according to the information and explanations given to us, the Company has not defaulted in the repayment of dues to debenture holders. There are no dues payable to banks or financial institutions.
- (xii) 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.
- (xiii) According to the information and explanations given to us, the Company has not given any guarantee for loans taken by others from banks or financial institutions.

- (xiv) According to the information and explanations given to us, the Company did not have any term loan outstanding during the year.
- (xv) In our opinion and according to the information and explanations given to us and on an overall examination of the Balance sheet of the Company, we report that funds raised on short term basis have, prima facie, not been used during the year for long term investments.
- (xvi) According to the information and explanations given to us, the Company has not made preferential allotment of shares to parties and companies covered in the Register maintained under Section 301 of the Companies Act, 1956.
- (xvii) According to the information and explanations given to us, during the period covered by our audit report, the Company had issued 55 Million debentures of Rs. 100 each and the security had been created in respect of debentures issued. These debentures have

been repaid fully during the period and security in respect of the same has been satisfied.

- (xviii) As informed to us, during the period covered by our audit report, the Company has not raised any money by public issues.
- (xix) To the best of our knowledge and according to the information and explanations given to us, no fraud by the Company and no fraud on the Company has been noticed or reported during the year.

For **Deloitte Haskins & Sells**  
Chartered Accountants  
(Registration No. 117366W)

Hemant M. Joshi  
Partner  
(Membership No. 38019)

Place : Pune  
Date : April 29, 2010

**Balance Sheet as at March 31, 2010**

	Schedule	Rs. in Thousand	
		March 31, 2010	March 31, 2009
<b>I. SOURCES OF FUNDS :</b>			
SHARE HOLDERS FUNDS:			
Share Capital	I	304,723	110
Reserves and Surplus	II	30,132,210	-
		<u>30,436,933</u>	<u>110</u>
LOAN FUNDS :			
Unsecured Loans	III	-	-
		<u>-</u>	<u>-</u>
		<u>30,436,933</u>	<u>110</u>
<b>II. APPLICATION OF FUNDS :</b>			
FIXED ASSETS :			
Gross Block	IV	1,252	-
Less : Accumulated Depreciation		-	-
Net Block		<u>1,252</u>	-
INVESTMENT :	V	29,695,331	-
CURRENT ASSETS, LOANS AND ADVANCES :			
Cash and Bank Balances	VI	9,195	49
Loans and Advances	VI	22,227	-
		<u>31,422</u>	<u>49</u>
Less : CURRENT LIABILITIES AND PROVISIONS :			
Current Liabilities	VII	838	7
Provisions		-	-
		<u>838</u>	<u>7</u>
Net Current Assets		<u>30,584</u>	<u>41</u>
Debit balance in Profit & Loss Account		<u>709,766</u>	<u>68</u>
		<u>30,436,933</u>	<u>110</u>
SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS:	XI		

As per our attached report of even date

**For Deloitte Haskins & Sells**  
Chartered Accountants

Hemant M. Joshi  
Partner

Place : Pune  
Date : April 29, 2010

**For Venturbay Consultants Private Limited**

Milind Kulkarni      Atanu Sarkar      Sarang Deshpande  
Director                      Director                      Company Secretary

Place : Pune  
Date : April 29, 2010

**Profit and Loss account for the year ended March 31, 2010**

	Schedule	Rs. in Thousand Except Earning per Share	
		March 31, 2010	March 31, 2009
<b>INCOME:</b>			
Income from operations		-	-
Other Income	VIII	<u>98,533</u>	-
Total Income		<u>98,533</u>	-
<b>EXPENDITURE :</b>			
Operating and Other Expenses	IX	3,161	32
Finance charges	X	<u>805,069</u>	-
<b>Total Expenditure</b>		<u>808,230</u>	32
<b>LOSS BEFORE TAX</b>		<u>(709,697)</u>	(32)
Provision for Tax			
Current tax		-	-
Deferred tax		-	-
<b>LOSS AFTER TAX</b>		<u>(709,697)</u>	(32)
Balance brought forward from previous year		<u>(69)</u>	(37)
Balance Carried to Balance Sheet		<u>(709,766)</u>	(69)
Loss Per Share (refer note 8 of schedule XI)			
- Basic		31.02	2.91
- Diluted		31.02	2.91
<b>SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS:</b>	XI		

As per our attached report of even date

**For Deloitte Haskins & Sells**

Chartered Accountants

Hemant M. Joshi  
Partner

Place : Pune

Date : April 29, 2010

**For Venturbay Consultants Private Limited**

Milind Kulkarni  
Director

Atanu Sarkar  
Director

Sarang Deshpande  
Company Secretary

Place : Pune

Date : April 29, 2010

**Cash flow statement for the year ended**

Particulars	Rs. in Thousand	
	March 31, 2010	March 31, 2009
<b>A Cash flow from operating activities</b>		
Loss before tax	(709,697)	(32)
Adjustments for :		
Preliminary Expenses written off	-	26
Finance Charges	805,069	-
Interest income	(98,533)	-
	<u>706,536</u>	<u>26</u>
Operating (loss)/profit before working capital changes	(3,161)	(6)
Adjustments for :		
Trade and other receivables	-	-
Trade and other payables	831	3
	<u>831</u>	<u>3</u>
Cash used in operations	(2,330)	(3)
Income taxes paid	(22,227)	-
	<u>(22,227)</u>	<u>-</u>
<b>Net cash used in operating activities</b>	<b>(24,557)</b>	<b>(3)</b>
<b>B Cash flow from investing activities</b>		
Purchase of Free Hold Land	(1,252)	-
Investments in Associate (refer note 10 &11 of schedule XI)	(29,695,331)	-
Interest income	98,533	-
	<u>(29,598,050)</u>	<u>-</u>
<b>C Cash flow from financing activities</b>		
Proceeds from Issue of equity shares (net of share issue expenses) (refer note 3 of schedule XI)	30,436,822	-
Proceeds from borrowings	10,326,082	-
Repayment of Borrowings/ conversion in equity shares (refer note 3 of schedule XI)	(10,326,082)	-
Finance charges paid (refer note 3 of schedule XI)	(805,069)	-
	<u>29,631,753</u>	<u>-</u>
<b>Net cash from / (used in) financing activities</b>	<b>29,631,753</b>	<b>-</b>
<b>Net increase / (decrease) in cash and cash equivalents (A+B+C)</b>	<b>9,146</b>	<b>(3)</b>
<b>Cash and cash equivalents at the beginning of the year</b>	<b>49</b>	<b>51</b>
<b>Cash and cash equivalents at the end of the year</b>	<b>9,195</b>	<b>49</b>

**Notes:**

1 Components of cash and cash equivalents includes Cash, Bank balances in current and deposit accounts as disclosed under Schedule VI (a) of the accounts.

2 Cash and cash equivalents include :  
Cash and Bank balances  
Total Cash and cash equivalents

**March 31, 2010    March 31, 2009**

	9,195	49
	<u>9,195</u>	<u>49</u>

As per our attached report of even date

**For Deloitte Haskins & Sells**  
Chartered Accountants

Hemant M. Joshi  
Partner

Place : Pune  
Date : April 29, 2010

**For Venturbay Consultants Private Limited**

Milind Kulkarni    Atanu Sarkar    Sarang Deshpande  
Director                      Director                      Company Secretary

Place : Pune  
Date : April 29, 2010

**Schedules forming part of the Balance Sheet**

		Rs. in Thousand		Rs. in Thousand							
		As at		As at							
		March 31, 2010	March 31, 2009	March 31, 2010	March 31, 2009						
<b>SCHEDULE I</b>											
<b>SHARE CAPITAL :</b>											
Authorised:											
35,000,000 (previous year 3,500,000)		350,000	35,000								
Equity Shares of Rs. 10/- each		350,000	35,000								
Issued, subscribed & paid up:											
30,472,300 (previous year 11,000)		304,723	110								
Equity Shares of Rs. 10/- each fully paid-up.(refer note 3 of schedule XI)		304,723	110								
Note :											
All of the above equity shares are held by Tech Mahindra Limited, the holding company											
<b>SCHEDULE II</b>											
<b>RESERVES AND SURPLUS :</b>											
Securities Premium :											
As per last Balance Sheet		-	-								
Add : Received during the year	30,156,687										
Less : Share issue expenses	24,477										
		30,132,210	-								
		30,132,210	-								
<b>SCHEDULE III</b>											
<b>LOAN FUNDS</b>											
<b>Unsecured Loan :</b>											
Inter Corporate Deposit		-	-								
		-	-								
		-	-								
<b>Schedule IV</b>											
<b>FIXED ASSETS</b>											
				Rs. in Thousand							
	<b>GROSS BLOCK</b>			<b>DEPRECIATION</b>			<b>NET BLOCK</b>				
Description of Assets	Cost as at April 01, 2009	Additions during the year	Deductions during the year	Cost as at March 31, 2010	As at April 01, 2009	Additions during the year	Deductions during the year	Upto March 31, 2010	As at March 31, 2010	As at March 31, 2009	
Tangible Fixed Assets :											
Freehold Land *	-	1,252	-	1,252	-	-	-	-	1,252	-	
<b>Total</b>	-	1,252	-	1,252	-	-	-	-	1,252	-	
Previous year	-	-	-	-	-	-	-	-	-	-	
* refer note 12 of schedule XI									Total	1,252	-

**Schedules forming part of the Profit and Loss Account**

		For the year ended		For the year ended	
		March 31, 2010	March 31, 2009	March 31, 2010	March 31, 2009
<b>SCHEDULE VIII</b>					
<b>OTHER INCOME:</b>					
Interest on :					
Deposit with bank		98,533	-		
(Tax deducted at source Rs. 22 Thousand)		98,533	-		
<b>Schedule IX</b>					
<b>OPERATING AND OTHER EXPENSES:</b>					
Professional and Legal fees					
				3,089	-
(refer note 5 of schedule XI)					
Miscellaneous expenses					
				72	32
				3,161	32

**Schedules forming part of the Profit and Loss Account**

	Rs. in Thousand	
	As at	
	March 31, 2010	March 31, 2009
<b>Schedule X</b>		
<b>FINANCE CHARGES</b>		
Interest		
- Fixed loans	364,787	-
- Inter Corporate Deposit	220,565	-
Loan syndication charges	219,717	-
	<b>805,069</b>	-

**Schedule XI**

**SIGNIFICANT ACCOUNTING POLICIES AND NOTES FORMING PART OF ACCOUNTS FOR THE YEAR ENDED MARCH 31, 2010**

**1. Significant Accounting Policies :**

(a) Basis for preparation of accounts:

The accounts have been prepared to comply in all material aspects with applicable accounting principles in India, the Accounting Standards and the relevant provisions of the Companies Act, 1956.

(b) Fixed Assets including intangible assets:

Fixed assets are stated at cost less accumulated depreciation. Costs comprise of purchase price and attributable costs, if any.

(c) Depreciation / Amortisation on fixed assets:

i) The Company computes depreciation for all fixed assets including for assets taken on lease using the straight-line method based on estimated useful lives. Depreciation on other fixed assets is charged on a pro-rata basis for assets purchased or sold during the year. Management's estimate of the useful life of fixed assets is as follows:

Buildings	15 years
Computers	3 years
Plant and machinery	3-5 years
Furniture and fixtures	5 years
Vehicles	3-5 years

ii) Leasehold land is amortised over the period of lease.

iii) Assets costing upto Rs. 5,000 are fully depreciated in the year of purchase.

(d) Investments:

Long term investments are carried at cost. Provision is made to recognise a decline other than temporary in the carrying amount of long term investment.

Current investments are carried at lower of cost and fair value.

(e) Impairment of Assets:

At the end of each year, the company determines whether a provision should be made for impairment loss on assets by considering the indications that an impairment loss may have occurred in accordance with Accounting Standard 28 on "Impairment of Assets". Where the recoverable amount of any asset is lower than its carrying amount, a provision for impairment loss on assets is made for the difference. Recoverable amount is the higher of an assets 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-tax discount rate that reflects the current market assessments of time value of money and the risks specific to the asset.

Reversal of impairment loss if any, is recognised immediately as income in the Profit and Loss Account

(f) Revenue Recognition:

Revenue from software services and business process outsourcing services include revenue earned from services performed on 'time and material' basis, time bound fixed price engagements and system integration projects. The related revenue is recognized as and when services are rendered

(g) Borrowing costs that are attributable to the acquisition or construction of qualifying assets are capitalized as part of the cost of such assets. A qualifying asset is one that necessarily takes a substantial period of time to get ready for its intended use or sale. All other borrowing costs are charged to revenue.

**NOTES ON ACCOUNTS:**

In the notes below 'The Company' refers to Venturbay Consultants Private Limited

- Balance of Preliminary expenses amounting to **Rs. Nil** (Previous year: Rs. 26 Thousand) have been written off.
- During the year ended March 31, 2009, Tech Mahindra Limited (TML) has acquired 100% stake in the company. As a result the company became wholly owned subsidiary of Tech Mahindra Limited.

During the Year ended March 31, 2010, TML has further invested in the company 30,461,300 shares at face value of Rs.10/- each at premium of Rs. 990/- per share. This includes Inter Corporate Deposit and interest thereon amounting to **Rs. 4,961,300 Thousand** converted into Equity shares.

- The Company did not have any employee on payroll during the year ended March 31, 2010 and therefore the disclosure required under Accounting Standard 15 on 'employees benefits', (AS-15) is not applicable for the Year ended March 31, 2010.
- Payment to Auditors :

Rs. in Thousand

Particulars	March 31, 2010	March 31, 2009
Audit Fees	300	0
Total	300	0

- During the Year ended March 31, 2010 Company had no operating income hence the disclosure of information as required under Accounting Standard 17 on 'Segmental reporting (AS-17)' is not required.
- As required under Accounting Standard 18 "Related Party Disclosures" (AS-18), following are details of transactions during the Year ended March 31, 2010 with the related parties of the Company as defined in AS-18:

(a) List of Related Parties and Relationships

Name of Related Party	Relation
Mahindra & Mahindra Ltd.	Promoter holding more than 20% stake of holding Company.
Tech Mahindra Limited	Holding Company
Tech Mahindra (Americas) Inc.	Fellow Subsidiary Company
Tech Mahindra GmbH	Fellow Subsidiary Company
Tech Mahindra (Singapore) Pte Ltd.	Fellow Subsidiary Company
Tech Mahindra (Thailand) Ltd.	Fellow Subsidiary Company
PT Tech Mahindra Indonesia	Fellow Subsidiary Company
CanvasM Technologies Ltd.	Fellow Subsidiary Company
CanvasM (Americas) Inc.	Fellow Subsidiary Company
Tech Mahindra (Malaysia) Sdn.Bhd	Fellow Subsidiary Company
Tech Mahindra (Beijing) IT Services Ltd.	Fellow Subsidiary Company
Tech Mahindra Foundation	Fellow Subsidiary Company
Tech Mahindra (Bahrain) Ltd. S.P.C.	Fellow Subsidiary Company
Tech Mahindra (Nigeria) Ltd.	Fellow Subsidiary Company
Mahindra Logisoft Business Solutions Limited	Fellow Subsidiary Company
Satyam Computer Services Limited	Associate Company
Satyam BPO Limited	Associate Company



(b) Related party transactions for the Year ended March 31, 2010.

Rs. in Thousand

Transactions	Holding Company	Associate Company
Issue of Equity Shares *	30,461,300 [-]	- [-]
Investment made	- [-]	29,695,331 [-]
Inter Corporate Deposit taken	4,826,373 [-]	- [-]
Inter Corporate Deposit repaid	4,826,373 [-]	- [-]
Interest on Inter Corporate Deposit taken	220,565 [-]	- [-]
Debit / (Credit) balances (Net) outstanding as on March 31, 2010	Nil [-]	- [-]

Figures in brackets "[-]" are for previous year ended March 31, 2009.

\* Includes Inter Corporate Deposit and interest thereon amounting to Rs.4,961,300 Thousand converted into Equity shares of the Company.

Out of the above items transactions with Holding company and Associate Company in the excess of 10% of the total related party transactions are as under

Rs. in Thousand

Transactions	For the Year ended March 31, 2010
<b>Issue of Equity Shares</b> Holding Company <i>Tech Mahindra Limited</i>	30,461,300
<b>Investment made</b> Associate Company <i>Satyam Computer Services Limited</i>	29,695,331
<b>Inter Corporate Deposit taken</b> Holding Company <i>Tech Mahindra Limited</i>	4,826,373
<b>Inter Corporate Deposit repaid</b> Holding Company <i>Tech Mahindra Limited</i>	4,826,373
<b>Interest on Inter Corporate Deposit taken</b> Holding Company <i>Tech Mahindra Limited</i>	220,565

8. Earning per share is calculated as follows:

Rs. in Thousand except earnings per share

Particulars	Year ended March 31, 2010	Year ended March 31, 2009
<b>Profit / (Loss) after taxation</b>	<b>(709,697)</b>	( 32 )
Equity Shares outstanding as at the end of year (in nos.)	30,472,300	11,000
Weighted average Equity Shares outstanding as at the end of the year (in nos.)	22,882,001	11,000
<b>Weighted average number of Equity Shares used as denominator for calculating Basic Earnings Per Share</b>	<b>22,882,001</b>	11,000
Add: <u>Diluted number of Shares</u>	-	-
<b>Weighted average Number of Equity Shares used as denominator for calculating Diluted Earnings Per Share</b>	<b>22,882,001</b>	11,000
Nominal Value per Equity Share (Rs.)	10	10
<b>Earning/(Loss) Per Share</b>		
Loss Per Share (Basic) (Rs.)	31.02	2.91
Loss Per Share (Diluted) (Rs.)	31.02	2.91

9. Based on the information available with the company, no creditors have been identified as "supplier" within the meaning of "Micro, Small and Medium Enterprises Development (MSMED) Act 2006".

10. The Board of directors of Satyam Computer Services Limited (Satyam) on April 13, 2009 selected the Company as the highest bidder to acquire a controlling stake in Satyam Computer Services Limited and upon the Honorable Company Law Board's approval on April 16, 2009, the Company was declared as the winning bidder. The Company had deposited a sum of Rs 29,106,937 thousand in April 2009 in escrow account to cover the cost of 31% preferential equity issue by Satyam and 20% open offer.

The 31% (302,764,327 equity shares) equity shares were allotted on May 05, 2009 to the Company. The letter of offer for balance 20% open offer was filed with Securities and Exchange Board of India on May 06, 2009 and the tender offer was filed with Securities Exchange Commission (SEC) on June 08, 2009. A total 420,915 shares were validly tendered by the Indian and American Depository Shares (ADS) upon the closure of the offer and these shares were transferred to the Company on July 10, 2009. Further on July 10, 2009, Satyam made a preferential allotment of 198,658,498 additional shares to the Company after the approval by the Honorable Company Law Board on July 06, 2009. Consequently, the Company holds equity shares 501,843,740, which is 42.67% , as on 31.3. 2010

As per the share subscription agreement dated April 13, 2009, these investments have lock in period of three years from the date of allotment

11. The company has incurred expenditure of **Rs. 588,394 Thousand** on acquisition of shares in Satyam and the same has been added to the cost of investment.

12. Freehold land was offered as security against 15% Optionally Convertible Debentures of Rs. 5,500,000 Thousand, which has been prepaid on September 25<sup>th</sup>, 2009. The discharge of security of Freehold land is completed.

13. No provision for current income tax under the provisions of the Income-tax Act, 1961 is made since in the opinion of the company there is no taxable income.

In accordance with the Accounting Standard 22 on "Accounting for Taxes on Income", (AS-22), Deferred tax asset in respect of carry forward losses is not recognised in view of no virtual certainty of future taxable income.

14. The company has exercised the option given vide notification number G.S.R. 225 (E) dated March 31, 2009 issued by the Ministry of Corporate Affairs, Government of India on provisions of Accounting Standard 11, however this does not have any impact on the financial statements, as the Company does not have any long term foreign currency monetary items.

15. Previous year figures have been regrouped and reclassified wherever necessary.

**For Venturbay Consultants Private Limited**

Milind Kulkarni                      Atanu Sarkar                      Sarang Deshpande  
Director                                      Director                                      Company Secretary

Place: Pune  
Date : April 29, 2010

**Balance Sheet Abstract & Company's General Business Profile:**

**I. Registration Details**

Registration No.   
 Balance sheet date   
Date Month Year

State Code

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

Public Issue	<input type="text" value="NIL"/>	Rights Issue	<input type="text" value="NIL"/>
Bonus Issue	<input type="text" value="NIL"/>	Private Placements	<input type="text" value="305"/>

**III. Position of mobilisation and deployment of funds (Amount in Rs. Thousands)**

Total Liabilities (including shareholders funds)	<input type="text" value="29728005"/>	Total Assets	<input type="text" value="29728005"/>
--	---------------------------------------	--------------	---------------------------------------

**Sources of Funds:**

Paid-up Capital	<input type="text" value="304723"/>	Reserves & Surplus	<input type="text" value="30132210"/>
Secured Loans	<input type="text" value="NIL"/>	Unsecured Loans	<input type="text" value="NIL"/>

**Application of Funds:**

Net Fixed Assets	<input type="text" value="1252"/>	Investments	<input type="text" value="29695331"/>
Net Current Assets	<input type="text" value="30584"/>	Deferred Tax Asset	<input type="text" value="NIL"/>
Accumulated Losses	<input type="text" value="709766"/>	Misc. Expenditure	<input type="text" value="NIL"/>

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

Turnover (Sales and Other Income)	<input type="text" value="98533"/>	Total Expenditure (Excluding exceptional item)	<input type="text" value="808230"/>
Profit/(Loss) Before Tax	<input type="text" value="(709697)"/>	Profit/(Loss) After Tax	<input type="text" value="(709697)"/>
Earnings per Share in (before exceptional item) in Rs. (Refer note 12 above)	<input type="text" value="(31.02)"/>	Dividend Rate %	<input type="text" value="NIL"/>
Earnings per Share in (after exceptional item) in Rs. (Refer note 12 above)	<input type="text" value="(31.02)"/>		

**V. Generic names of Three Principal Products/Services of Company (as per monetary terms)**

Item Code (ITC Code)   
 Product Description

For Venturbay Consultants Private Limited

Milind Kulkarni Director	Atanu Sarkar Director	Sarang Deshpande Company Secretary
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Place : Pune  
 Date : April 29, 2010

# MAHINDRA LOGISOFT BUSINESS SOLUTIONS LIMITED

## **Board of Directors**

Mr. Vineet Nayyar - Chairman

Mr. Atanu Sarkar

Mr. C. P. Gurnani

Mr. Milind Kulkarni

Mr. Sonjoy Anand

Mr. Ulhas N. Yargop

## **Registered Office**

Gateway Building

Apollo Bunder

Mumbai 400 001

## **Bankers**

ICICI Bank Limited

## **Auditors**

Deloitte Haskins & Sells

Chartered Accountants

## DIRECTORS' REPORT

Your Directors present their Eleventh Report together with the audited accounts of your Company for the year ended 31<sup>st</sup> March 2010.

### FINANCIAL RESULTS

(Rs. in Million)

For the year ended March 31	2010	2009
Income	33.42	53.68
Profit before Depreciation	10.99	18.51
Depreciation	(0.49)	(0.62)
Profit before tax	10.50	17.89
Provision for tax - Fringe benefit tax	0.00	(0.12)
Profit after tax	10.50	17.77
Balance/(Loss) brought forward from the previous years	(45.43)	(63.20)
(Loss) carried forward	(34.93)	(45.43)

### Operations

Your Company's gross revenue for the year was Rs. 33.42 Million, a reduction of 38% over the previous year. The Profit After Tax declined to Rs. 10.50 Million, a decrease of 41% over the previous year.

The Company continued to focus on Dealership Management Systems, Applications Management Services and Infrastructure management (computers and peripherals).

### Dividend

In light of accumulated losses, your Directors do not recommend any dividend for the year.

### Current Year

Your Company will continue to focus on Dealership Management Systems and Applications Management Services. The Company continues to be cautiously optimistic of growth in revenue and profit.

### Directors

Mr. C. P. Gurnani and Mr. Milind Kulkarni retire by rotation, and being eligible, offers themselves for re-appointment.

Mr. Arvind Tawde and Mr. V. S. Parthasarathy resigned as directors of the Company with effect from 15<sup>th</sup> October 2009 and 16<sup>th</sup> October 2009 respectively. Mr. Paul Ringham resigned as Director of the Company with effect from 20<sup>th</sup> January 2010. The Board places on record its sincere appreciation for the contribution made by Mr. Arvind Tawde, Mr. V. S. Parthasarathy and Mr. Paul Ringham.

### Directors' Responsibility Statement

Pursuant to section 217(2AA) of the Companies Act, 1956, your Directors, based on the representation received from

the Operating Management, and after due enquiry, confirm that:

- (i) in the preparation of the annual accounts, the applicable accounting standards have been followed;
- (ii) they have, in the selection of the accounting policies, consulted the Statutory Auditors and these have been applied consistently and reasonable and prudent judgments and estimates have been made so as to give a true and fair view of the state of affairs of the Company as at 31<sup>st</sup> March 2010 and of the profit of the Company for the year ended on that date;
- (iii) proper and sufficient care has been taken for the maintenance of adequate accounting records in accordance with the provisions of the Companies Act, 1956 for safeguarding the assets of the Company and for preventing and detecting fraud and other irregularities;
- (iv) as mentioned in the Notes on Accounts, the annual accounts have been prepared on a going concern basis.

### Audit Committee

During the year, the Audit Committee was reconstituted due to the resignation of Mr. V. S. Parthasarathy and Mr. Arvind Tawde, directors of the Company. Mr. Ulhas N. Yargop and Mr. Sonjoy Anand were appointed as Audit Committee members in place of Mr. V. S. Parthasarathy and Mr. Arvind Tawde. Mr. Milind Kulkarni is the other member of the Committee.

### Auditors

Messrs Deloitte Haskins & Sells, Chartered Accountants, retire as Auditors at the forthcoming Annual General Meeting and have given their consent for re-appointment. The members will be required to appoint Auditors for the current year and fix their remuneration.

As required under the provisions of section 224(1B) of the Companies Act, 1956, the Company has obtained a written certificate from Messrs Deloitte Haskins & Sells, Chartered Accountants, to the effect that their re-appointment, if made, would be in conformity with the limits specified in the said section.

### Code of Conduct

The Company had adopted separate Code of Conduct for Corporate Governance ("the Code") for its Directors and Senior Management Personnel and Employees. The Code enunciates the underlying principles governing the conduct of the Company's business and seeks to reiterate the fundamental precept that good governance must and would always be an integral part of the Company's ethos.

The Company has for the year under review, received declarations under the Code from the Board Members and the Senior Management Personnel and Employees of the Company affirming compliance with the Code.

#### **Public Deposits and Loans/Advances**

The Company has not accepted any deposits from the public or its employees during the year under review. The Company has not made any loans/advances which are required to be disclosed in the annual accounts of the Company pursuant to Clause 32 of the Listing Agreement with the parent company - Tech Mahindra Limited.

#### **Conservation of Energy and Technology Absorption and Foreign Exchange Earnings and Outgo**

The particulars relating to the energy conservation, technology absorption and foreign exchange earnings and outgo, as 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 are given in the Annexure to this Report.

### **ANNEXURE TO THE DIRECTORS' REPORT**

#### **PARTICULARS AS PER THE COMPANIES (DISCLOSURE OF PARTICULARS IN THE REPORT OF BOARD OF DIRECTORS) RULES, 1988 AND FORMING PART OF THE DIRECTORS' REPORT FOR THE YEAR ENDED 31<sup>ST</sup> MARCH 2010.**

##### **A. CONSERVATION OF ENERGY**

- a) Energy Conservation measures taken:

The operations of your Company are not energy-intensive. However, adequate measures have been initiated to reduce energy consumption.

- b) Additional investments and proposals, if any, being implemented for reduction of consumption of energy: Nil
- c) Impact of the measures taken/to be taken at (a) & (b) above for reduction of energy consumption and consequent impact on the cost of production of goods:

The above measures have resulted in relatively reduced Energy consumption.

- d) Total energy consumption and energy consumption per unit of production as per Form-A of the Annexure to the Rules in respect of Industries specified in the Schedule: Not Applicable.

#### **Particulars of employees as required under section 217(2A) of the Companies Act, 1956 and Rules framed thereunder**

The Company had no employee who was in receipt of remuneration of not less than Rs. 24,00,000 during the year ended 31<sup>st</sup> March 2010 or not less than Rs. 2,00,000 per month during any part thereof.

#### **Acknowledgements**

Your Directors are thankful for the co-operation and assistance received from bankers, regulatory and Governmental authorities, employees at all levels and its shareholders and look forward to their continued support in the future.

For and on behalf of the Board

Sonjoy Anand  
Director

Milind Kulkarni  
Director

Date: April 28, 2010

##### **B. TECHNOLOGY ABSORPTION**

Research & Development (R & D)

1. Areas in which Research & Development is carried out: None
2. Benefits derived as a result of the above efforts: Not Applicable
3. Future plan of action: None
4. Expenditure on R & D: Nil
5. Technology absorption, adaptation and innovation: None
6. Imported Technology for the last 5 years: None

##### **C. FOREIGN EXCHANGE EARNINGS AND OUTGO**

The information on foreign exchange earnings & outgo is furnished in the Notes on Accounts.

For and on behalf of the Board

Sonjoy Anand  
Director

Milind Kulkarni  
Director

Date: April 28, 2010

## Report of the Auditors

To the Members of Mahindra Logisoft Business Solutions Limited

1. We have audited the attached Balance Sheet of Mahindra Logisoft Business Solutions Limited ("the Company") as at 31st March 2010, the Profit and Loss Account and Cash Flow Statement of the Company for the year ended on that date, both annexed thereto. These financial statements are the responsibility of the Company's Management. Our responsibility is to express an opinion on these financial statements based on our audit.
2. We conducted our audit in accordance with auditing standards generally accepted in India. Those Standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.
3. As required by the the Companies (Auditor's Report) Order, 2003 issued by the Central Government in terms of Section 227(4a) 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 in the paragraph 3 above, we report that:
  - a) We have obtained all the information and explanations, which to the best of our knowledge and belief were necessary for the purposes of our audit;
  - b) In our opinion, proper books of account as required by law have been kept by the Company so far as appears from our examination of the books;
- c) The Balance Sheet, Profit and Loss Account and Cash Flow Statement dealt with by this report are in agreement with the books of account;
- d) In our opinion, the Balance Sheet, Profit and Loss Account and Cash Flow Statement dealt with by this report comply with the Accounting Standards referred to in Section 211(3C) of the Companies Act, 1956.
- e) In our opinion, and to the best of our information and according to the explanations given to us, the said accounts give the information required by the Companies Act, 1956 in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India:
  - i) in the case of the Balance Sheet, of the state of affairs of the company as on 31st March, 2010 and
  - ii) in the case of the Profit and Loss Accountant, of the profit for the year ended on that date; and
  - iii) in the case of the Cash Flow Statement, of the cash flows for the year ended on that date.
5. On the basis of the written representations received from the Directors as on 31st March, 2010 taken record by the Board of Directors, we report that none of the Directors is disqualified as on 31st March, 2010 from being appointed as a director in terms of Section 217(1)(g) of the Companies Act, 1956.

**For Deloitte Haskins & Sells**  
*Chartered Accountants*  
(Registration No. 117366W)

*Place: Mumbai*  
*Dated : 29<sup>th</sup> April 2010*

**A. B. Jani**  
*(Partner)*  
M. No. 46488

**Annexure to the Auditors' Report**

**Re: Mahindra Logisoft Business Solutions Limited**

(Referred to in paragraph 3 of our report of even date)

- (i) The nature of the Company's activities are such that clauses (xiii) and (xiv) of paragraph 4 of the Companies (Auditor's Report) Order, 2003 are not applicable to the Company for the year.
- (ii) (a) The Company has maintained proper records showing full particulars, including quantitative details and situation of the fixed assets.
  - (b) The fixed assets were physically verified during the year by the management in accordance with a regular program of verification which, in our opinion, provides for physical verification of all the fixed assets at reasonable intervals. According to the information and explanation given to us, no material discrepancies were noticed on such verification.
  - (c) No fixed assets were disposed off during the year.
- (iii) The Company did not have any inventories during the year/at the year-end. Hence, clause (ii) of paragraph 4 of the Companies (Auditor's Report) Order, 2003 is not applicable to the Company.
- (iv) The Company has neither granted nor taken any loans, secured or unsecured, to/from companies, firms or other parties listed in the Register maintained under Section 301 of the Companies Act, 1956.
- (v) In our opinion and according to the information and explanations given to us, there is an adequate internal control system commensurate with the size of the Company and the nature of its business with regard to sale of services. During the course of our audit, we have not observed any continuing failure to correct major weakness in the internal control system.
- (vi) According to the information and explanations given to us, we are of the opinion that there have been no contracts or arrangements during the year that need to be entered into the register maintained under Section 301 of the Companies Act, 1956. Hence, clause (v) of paragraph 4 of the Companies (Auditors' Report) Order, 2003 is not applicable to the Company.
- (vii) The Company has not accepted any deposits from the public.
- (viii) In our opinion, the internal audit functions carried out during the year by firm of Chartered Accountants appointed by the management have been commensurate with the size of the Company and nature of its business.
- (ix) According to the information and explanations given to us, the Central Government has not prescribed maintenance of cost records under section 209(1)(d) of the Companies Act, 1956. Hence, clause (viii) of paragraph 4 of the Companies (Auditors' Report) Order, 2003 is not applicable to the Company.
- (x) According to the information and explanations given to us in respect of statutory dues:
  - (a) The Company has generally been regular in depositing undisputed dues, including Provident Fund, Investor Education and Protection Fund, Employees' State Insurance, Income-tax, Sales Tax, Wealth Tax, Service Tax, Custom Duty, Excise Duty, Cess and other material statutory dues applicable to it with the appropriate authorities.
  - (b) There were no undisputed amounts payable in respect of Income-tax, Value Added Tax, Wealth Tax, Custom Duty, Excise Duty, Cess and other material statutory dues in arrears as at 31st March, 2010 for a period of more than six months from the date they became payable.
  - (c) According to the information and explanations given to us there are no dues of Income-tax, Value Added Tax, Service Tax, Custom Duty, Wealth Tax and Cess, which have not been deposited with the appropriate authorities on account of any dispute..
- (xi) The accumulated losses of the Company at the end of the financial year are less than fifty percent of its net worth and the Company has not incurred cash losses in the financial year and in the immediately preceding financial year.
- (xii) According to the information and explanations given to us, there are no dues payable to a financial institution or bank or debenture holders.
- (xiii) 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.
- (xiv) According to the information and explanations given to us, the Company has not given guarantee for loans taken by others from banks or financial institutions.
- (xv) In our opinion and according to the information and explanations given to us the Company has not taken term loans during the year. Hence, clause (xvi) of paragraph 4 of the Companies (Auditors' Report) Order, 2003 is not applicable to the Company.

- (xvi) In our opinion and according to the information and explanations given to us and on an overall examination of the Balance Sheet, we report that funds raised on short-term basis have not been used during the year for long-term investment.
- (xvii) The Company has not made any preferential allotment of shares to parties and companies covered in the Register maintained under Section 301 of the Companies Act, 1956.
- (xviii) According to the information and explanations given to us the Company has not issued any debentures during the year.
- (xix) The Company has not raised any money by way of public issues during the year.
- (xx) To the best of our knowledge and according to the information and explanations given to us, no fraud by the Company has been noticed or reported during the year.

For **Deloitte Haskins & Sells**  
*Chartered Accountants*  
*Registration No. 117366W*

**A. B. Jani**  
*(Partner)*  
M. No. 46488

*Place: Mumbai*  
*Date : April 29, 2010*



**BALANCE SHEET AS AT MARCH 31, 2010**

	Schedule	As at 31st March, 2010	In Rupees As at 31st March, 2009
<b>I SOURCES OF FUNDS</b>			
<b>Shareholder's Funds</b>			
Share Capital	I	124,500,000	124,500,000
<b>Total</b>		<b>124,500,000</b>	<b>124,500,000</b>
<b>II APPLICATION OF FUNDS</b>			
<b>Fixed Assets</b>			
Gross Block	II	47,976,653	47,976,653
Less: Depreciation		<u>(47,522,202)</u>	<u>(47,035,635)</u>
Net Block		454,451	941,018
<b>Investments</b>	III	3,000	3,000
<b>Current Assets, Loans and Advances</b>			
Sundry Debtors	IV	2,461,518	3,130,194
Cash and Bank Balances		72,002,747	61,356,813
Other Current Assets		2,704	2,704
Loans and advances		<u>18,210,586</u>	<u>17,073,722</u>
		<u>92,677,555</u>	<u>81,563,433</u>
<b>Less : Current Liabilities and Provisions</b>			
Current Liabilities	V	949,763	1,956,390
Provisions	VI	<u>2,618,840</u>	<u>1,484,379</u>
		<u>3,568,603</u>	<u>3,440,769</u>
<b>Net Current Assets</b>		<b>89,108,952</b>	78,122,664
<b>Profit and Loss Account</b>		<b>34,933,597</b>	45,433,318
<b>Total</b>		<b>124,500,000</b>	<b>124,500,000</b>
<b>SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS</b>			
	X		

In terms of our report attached  
For **Deloitte Haskins & Sells**  
Chartered Accountants

**A.B.Jani**  
Partner  
Membership No. 46488

For **Mahindra Logisoft Business Solutions Limited**

<p><b>Ulhas N. Yargop</b> <b>Milind Kulkarni</b> <b>C.P. Gurnani</b> <b>Vineet Nayyar</b> <b>Sonjoy Anand</b> <b>Atanu Sarkar</b></p>	}	Directors
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**Sandeep Nagarkar**  
Company Secretary

Mumbai, Dated : April 29, 2010

Pune, Dated : April 28, 2010

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

	Schedule	In Rupees	
		Current Year March 31, 2010	Previous Year March 31, 2009
<b>INCOME</b>	VII	<b>33,421,552</b>	53,681,824
<b>Total</b>		<b>33,421,552</b>	53,681,824
<b>EXPENDITURE</b>			
Personnel expenses	VIII	<b>19,796,954</b>	23,133,780
Operating and other expenses	IX	<b>2,638,310</b>	12,041,703
Depreciation		<b>486,567</b>	615,832
<b>Total</b>		<b>22,921,831</b>	35,791,315
PROFIT BEFORE TAX		<b>10,499,721</b>	17,890,509
Provision for Tax:			
- Fringe Benefit tax		-	124,053
PROFIT AFTER TAX		<b>10,499,721</b>	17,766,456
Balance brought forward from previous year		<b>(45,433,318)</b>	(63,199,774)
Balance carried to Balance Sheet		<b>(34,933,597)</b>	(45,433,318)
Earnings per share ( Refer note 5 of schedule X)			
- Basic and diluted		<b>0.84</b>	1.43
<b>SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS</b>	X		

In terms of our report attached  
For **Deloitte Haskins & Sells**  
Chartered Accountants

**A.B.Jani**  
Partner  
Membership No. 46488

Mumbai, Dated : April 29, 2010

For **Mahindra Logisoft Business Solutions Limited**

**Ulhas N. Yargop**  
**Milind Kulkarni**  
**C.P. Gurnani**  
**Vineet Nayyar**  
**Sonjoy Anand**  
**Atanu Sarkar** } Directors

**Sandeep Nagarkar**  
Company Secretary

Pune, Dated : April 28, 2010

**Cash Flow for the Year ended 31st March 2010**

Particulars	In Rupees	
	Current Year March 31, 2010	Previous Year March 31, 2009
<b>A Cash Flow from operating activities</b>		
Net Profit before tax	10,499,721	17,890,509
Adjustments for:		
Depreciation	486,567	615,832
Income from Investments	-	(4,950,487)
Operating profit before working capital changes	10,986,288	13,555,854
Adjustments for:		
Trade and other receivables	970,782	10,551,034
Trade and other payables	127,834	(2,865,655)
	<b>1,098,616</b>	7,685,379
Cash generated from operations	12,084,904	21,241,233
Taxes (Tax Deducted at Source)	(1,438,970)	(4,986,298)
		(4,986,298)
<b>Net cash from operating activities</b>	<b>10,645,934</b>	16,254,935
<b>B Cash flow from investing activities</b>		
Purchase of Fixed assets	-	(169,846)
Inter Corporate Deposit Placed	-	(10,000,000)
Inter Corporate Deposit repaid	-	10,000,000
Interest received	-	4,958,555
<b>Net cash used in investing activities</b>	-	4,788,709
<b>C Cash flow from financing activities</b>		
Net increase in cash and cash equivalents (A+B+C)	10,645,934	21,043,644
Cash and cash equivalents at the beginning of the year	61,356,813	40,313,169
Cash and cash equivalents at the end of the year	<b>72,002,747</b>	61,356,813

**Notes:**

- Components of cash and cash equivalents include cash, bank balances in current and deposit accounts as disclosed under schedule IV of the accounts.
- Interest income on deposits, others etc. is classified as cash flow from operating activities

In terms of our report attached  
For **Deloitte Haskins & Sells**  
Chartered Accountants

**A.B.Jani**  
Partner  
Membership No. 46488

For **Mahindra Logisoft Business Solutions Limited**

**Ulhas N. Yargop**  
**Milind Kulkarni**  
**C.P. Gurnani**  
**Vineet Nayyar**  
**Sonjoy Anand**  
**Atanu Sarkar** } Directors

**Sandeep Nagarkar**  
Company Secretary

Mumbai, Dated : April 29, 2010

Pune, Dated : April 28, 2010

**Schedules forming part of the Balance Sheet and the Profit and Loss Account**

	In Rupees			In Rupees	
	As at March 31, 2010	As at March 31, 2009		As at March 31, 2010	As at March 31, 2009
<b>SCHEDULE I</b>			<b>SCHEDULE III</b>		
<b>SHARE CAPITAL</b>			<b>Investments (Long Term)</b>		
Authorised :			In Government Securities		
14,100,000 (Previous year 14,100,000)			National Savings Certificate	3,000	3,000
Equity shares of Rs. 10/- each	<u>141,000,000</u>	<u>141,000,000</u>	(Deposited with Sales tax Authorities)		
	<u>141,000,000</u>	<u>141,000,000</u>	<b>Total</b>	<u>3,000</u>	<u>3,000</u>
<b>Issued, Subscribed and Paid-up:</b>			<b>SCHEDULE IV</b>		
12,450,000 (Previous year 12,450,000)			<b>CURRENT ASSETS, LOANS AND ADVANCES</b>		
Equity shares of Rs. 10/- each fully paid-up	<u>124,500,000</u>	<u>124,500,000</u>	<b>A) Current Assets</b>		
			a) Sundry Debtors		
			(Unsecured)		
			Debts outstanding for		
			a period exceeding six months		
			- Considered good	-	-
			- Considered doubtful	165,905	-
				<u>165,905</u>	-
			Other debts,		
			considered good	2,461,518	3,130,194
				<u>2,627,423</u>	3,130,194
			Less: Provision	(165,905)	-
				<u>2,461,518</u>	3,130,194
			b) Cash and bank balances		
			Balance with Scheduled Banks		
			- in current accounts	194,992	219,667
			- in deposit accounts	71,807,755	61,137,146
				<u>72,002,747</u>	61,356,813
			c) Other Current Assets		
			Interest accrued on Investments	2,704	2,704
			<b>B) Loans and Advances</b>		
			(Unsecured and considered good)		
			Advances recoverable in cash or		
			in kind or for value to be received	113,513	419,976
			Interest accrued on fixed deposits	1,593,786	1,589,429
			Advance payment of Income-tax	16,503,287	15,064,317
				<u>18,210,586</u>	17,073,722
			<b>Total</b>	<u>92,677,555</u>	<u>81,563,433</u>

**SCHEDULE II**
**FIXED ASSETS**

In Rupees

Description	GROSS BLOCK			DEPRECIATION			NET BLOCK	
	As at 31.03.2009	Additions	As at 31.03.2010	Up to 31.03.2009	For the year	Up to 31.03.2010	As at 31.03.2010	As at 31.03.2009
Intangible Assets								
Software products	45,502,245	-	45,502,245	45,502,245	-	45,502,245	-	-
Sub-total (A)	45,502,245	-	45,502,245	45,502,245	-	45,502,245	-	-
Other assets								
Computer equipments	1,985,329	-	1,985,329	1,377,957	462,144	1,840,101	145,228	607,372
Office equipments	437,929	-	437,929	141,829	19,673	161,502	276,427	296,100
Furniture and Fixtures	1,150	-	1,150	1,150	-	1,150	-	-
Vehicles	50,000	-	50,000	12,454	4,750	17,204	32,796	37,546
Sub-total (B)	2,474,408	-	2,474,408	1,533,390	486,567	2,019,957	454,451	941,018
<b>Total (A) + (B)</b>	<b>47,976,653</b>	<b>-</b>	<b>47,976,653</b>	<b>47,035,635</b>	<b>486,567</b>	<b>47,522,202</b>	<b>454,451</b>	<b>941,018</b>
Previous Year	47,806,807	169,846	47,976,653	46,419,803	615,832	47,035,635	941,018	

**Schedules forming part of the Balance Sheet and the Profit and Loss Account (Contd.)**

	In Rupees		Current Year March 31, 2010	In Rupees Previous Year March 31, 2009
	As at March 31, 2010	As at March 31, 2009		
<b>SCHEDULE V</b>				
<b>CURRENT LIABILITIES</b>				
Sundry Creditors				
Total outstanding dues of Micro small and Medium enterprise (Refer note 9 of schedule X)	-	-		
Total outstanding dues of creditors other than Micro small and Medium Enterprises	<b>949,763</b>	1,956,390		
<b>Total</b>	<b>949,763</b>	<b>1,956,390</b>		
<b>SCHEDULE VI</b>				
<b>PROVISIONS</b>				
Provision for Gratuity	<b>805,255</b>	467,775		
Provision for Leave encashment	<b>1,813,585</b>	1,016,604		
<b>Total</b>	<b>2,618,840</b>	<b>1,484,379</b>		
<b>SCHEDULE VII</b>				
<b>INCOME</b>				
Income from services (Tax deducted at source Rs.3,151,832/- (Previous Year 5,375,558))	<b>27,350,203</b>	46,699,570		
Interest on:				
a) Deposit with bank (Tax Deducted at Source Rs. 554,809/- (Previous year 820,479/-))	<b>5,548,083</b>	3,637,470		
b) On Inter Corporate Deposits (Tax deducted at source Nil (Previous year Rs277,293))	-	1,313,017		
c) Others	<b>156,244</b>	155,016		
Excess provision of earlier years written back	-	861,117		
Excess provision for leave encashment and gratuity written back	-	1,015,634		
Deputation Charges	<b>314,232</b>	-		
Other Income	<b>52,790</b>	-		
<b>Total</b>	<b>33,421,552</b>	<b>53,681,824</b>		
<b>SCHEDULE VIII</b>				
<b>PERSONNEL</b>				
Salary, Wages, Bonus etc			<b>18,503,361</b>	21,753,280
Contribution to Provident Fund and other funds			<b>919,237</b>	925,939
Gratuity			<b>337,480</b>	186,591
Staff welfare expenses			<b>36,876</b>	267,970
<b>Total</b>			<b>19,796,954</b>	<b>23,133,780</b>
<b>SCHEDULE IX</b>				
<b>OPERATING AND OTHER EXPENSES</b>				
Rent, rates and taxes (including service tax Rs. Nil (previous year Rs. 20,82,976/- with respect to earlier years ))			<b>96,025</b>	2,355,456
Power and Fuel			<b>35,000</b>	146,000
Insurance			<b>291,744</b>	263,064
Repairs - Equipments			<b>45,131</b>	88,432
- Others			<b>94,243</b>	84,768
Communication expenses			<b>140,933</b>	490,503
Deputation charges			-	1,658,178
Travelling expenses			<b>313,975</b>	2,986,724
Legal and Professional fees			<b>706,482</b>	276,600
Filing fees			-	2,336
Provision for doubtful debts			<b>165,905</b>	-
Software Expenses			<b>170,700</b>	2,951,976
Miscellaneous expenses*			<b>578,172</b>	737,666
<b>Total</b>			<b>2,638,310</b>	<b>12,041,703</b>

\*Miscellaneous expenses include Consumables, Printing and Stationery, Courier charges, Training expenses, Membership fees, etc

**SCHEDULE X**  
**SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS FOR THE YEAR ENDED 31ST MARCH 2010.**

1. SIGNIFICANT ACCOUNTING POLICIES :
  - a) Basis of preparation of financial statements:  
The accounts have been prepared to comply in all material aspects with applicable accounting principles in India, the Accounting Standards notified in the Companies (Accounting Standards) Rules, 2006 and the relevant provisions of the Companies Act, 1956.
  - b) Use of Estimates:  
The preparation of financial statements in conformity with generally accepted accounting principles requires estimates and assumptions to be made that affect the reported amounts of assets and liabilities on the date of financial statements and the reported amounts of revenues and expenses during the reported period. Differences between the actual results and the estimates are recognised in the period in which the results are known / materialise.
  - c) Fixed Assets:  
Tangible Assets:  
Tangible assets are stated at cost less depreciation. Costs comprise of purchase price and any attributable cost.  
Intangible Assets:  
Software product is stated at initially incurred cost less accumulated amortization.
  - d) Depreciation/ Amortisation on Fixed Assets:  
Depreciation is provided for on the straight-line method at the rates and in the manner prescribed in the Schedule XIV of the Companies Act, 1956 except on computer software and computer hardware which

**Schedules forming part of the Balance Sheet and the Profit and Loss Account (Contd.)**

are depreciated/ amortised over a period of four years and three years respectively, based on technical evaluation of their useful economic life.	Interest Cost	<b>38,177</b>	72,883
e) Revenue recognition:	Actuarial Losses / (Gain)	<b>157,671</b>	(429,578)
Sale of products and services are recognized when the products are dispatched or services are rendered and all significant risks and rewards of ownership are transferred to the customers.	Benefits paid	-	(186,591)
Other income is recognized when no significant uncertainty as to determination or realization exists.	Closing Defined Benefit Obligation	<b>805,255</b>	467,775
f) Foreign Currency Transactions:	Change in the Fair Value of Assets		
Transactions in foreign currencies are recorded at the exchange rates prevailing on the date of transaction. Monetary items are translated at the year-end rates. The exchange difference between the rate prevailing on the date of transaction and on the date of settlement as also on translation of Monetary items at the end of the year, is recognised as income or expense, as the case may be.	Contributions by Employer	-	186,591
g) Employee Benefits:	Benefits paid	-	(186,591)
Provision is made for gratuity and leave encashment on the basis of actuarial valuation done at the year end ( Refer note -2 below)	Closing Fair Value of Plan Assets	-	-
h) Income taxes:	3. The operations of the Company have resulted in profits for the past six consecutive years. During the year the Company has earned a net profit of Rs. 10,499,721 and the accumulated losses have reduced to Rs. 34,933,597 as against the Share Capital of Rs. 124,500,000 as at the year-end.		
Tax expense comprises of current tax, deferred tax and fringe benefits tax. Current tax is measured at the amount expected to be paid to/ recovered from the tax authorities, using the applicable tax rates. Deferred tax assets and liabilities are recognized for future tax consequences attributable to timing differences between taxable income and accounting income that are capable of reversal in one or more subsequent years and are measured using relevant enacted tax rates. The carrying amount of deferred tax assets at each balance sheet date is reduced to the extent that it is no longer virtually certain that sufficient future taxable income will be available against which the deferred tax asset can be realized. Fringe benefits tax is recognized in accordance with the relevant provisions of the Income-tax Act, 1961 and the Guidance Note on Fringe Benefits Tax issued by The Institute of Chartered Accountants of India.	The Company expects further increase in business from its group companies in the coming years. and will continue their service to all the existing customers		
i) Contingent Liabilities:	The aforesaid efforts are expected to result in increase in revenues and in turn profitability of the Company. Accordingly, the accounts of the Company are prepared in a going concern which is dependent upon development of and growth in business as envisaged.		
These, if any, are disclosed in the notes on accounts. Provision is made in the accounts if it becomes probable that an outflow of resources embodying economic benefits will be required to settle the obligation.	4. No provision for current income tax under the provisions of the Income-tax Act, 1961 is made since in the Opinion of the company there will be no taxable income in view of the carry forward losses available under the provisions of the said Act.		
2. The disclosure as required under Accounting Standard 15 (AS15) Revised on Employees Benefits are as follows :	In accordance with the Accounting Standard 22 on "Accounting For Taxes on Income", (AS 22), Deferred tax assets and liabilities should be recognized for all timing differences in accordance with the said standard. However, considering the present financial position and the requirement of the accounting standard regarding certainty/ virtual certainty, the same is not provided for as an asset (net). However, the same will be reassessed at a subsequent balance sheet date and will be accounted for in the year of certainty/virtual certainty in accordance with the aforesaid accounting standard.		
Amount to be recognized in Balance sheet	5. Remuneration of Auditors		
		<b>Current Year</b>	In Rupees Previous Year
<b>March 31, 2010</b>	<b>March 31, 2009</b>		
Present Value of Unfunded Obligations	<b>805,255</b>	<b>467,775</b>	
Unrecognized past service cost	-	-	
Net Liability	<b>805,255</b>	<b>467,775</b>	
<u>Amounts in the Balance Sheet</u>			
Liabilities	<b>805,255</b>	<b>467,775</b>	
Assets	-	-	
Net Liability	<b>805,255</b>	<b>467,775</b>	
	<b>31st March 2010</b>	<b>31st March, 2009</b>	
<b>Expense to be recognized in Statement of Profit and Loss Account</b>			
Current Service Cost	<b>141,632</b>	208,695	
Interest on Defined Benefit Obligation	<b>38,177</b>	72,883	
Net Actuarial Losses / (Gains)			
Recognised in year	<b>157,631</b>	(429,578)	
Total, included in "Employee Benefit Expense"	<b>337,480</b>	(148,000)	
<b>Reconciliation of Benefit Obligations &amp; Plan Assets for the year</b>			
Change in Defined Benefit Obligation			
Opening Defined Benefit Obligation	<b>467,775</b>	802,366	
Current Service Cost	<b>141,632</b>	208,695	

  

	<b>2,70,000</b>	1,20,000
(i) Audit Fees	-	-
(ii) In any other manner Certification etc.	-	-
(iii) Out of pocket expenses	<b>27,810</b>	12,360
(iv) Service tax	<b>297,810</b>	132,360
6. Expenditure in Foreign Currency		
Traveling expense	-	180,692
7. Earnings per share is calculated as follows:		
	Apr 09-Mar '10	2008-09
a. Net profit for the period (In rupees)	10,499,721	17,766,456
b. Weighted average number of Equity shares		
Basic and Diluted	12,450,000	12,450,000
c. Nominal Value of shares	Rs.10	Rs.10
8. Segment Reporting:		
The principal business of the company is of development of software and facility management. All other activities of the company revolve around its main business. Hence, there are no separate reportable segments as defined by Accounting Standard 17 – "Segment Reporting".		
9. Information regarding the total outstanding dues of Micro enterprises and Small enterprises in Schedule V is given to the extent the same is available with the company.		
10. Related Party Disclosures:		
As required under Accounting Standard 18 – "Related Party Disclosures" (AS – 18), following are details of transactions during the period with the related parties of the Company as defined in AS- 18.		

**Schedules forming part of the Balance Sheet and the Profit and Loss Account (Contd.)**

(a) List of Related Parties and Relationships

Name of Related Party	Relation
Mahindra & Mahindra Limited	Ultimate Holding Company (Holding Company Upto 10th April, 2009)
Tech Mahindra Limited	Holding Company From 11th April, 2009
Mahindra Holidays & Resorts India Limited	Fellow Subsidiary Company
Bristlecone India Ltd	Fellow Subsidiary Company
Mahindra World City Developers Ltd	Fellow Subsidiary Company
Mahindra Consulting Engineers Ltd	Fellow Subsidiary Company
Mahindra Logistic Ltd	Fellow Subsidiary Company
Mahindra First Choice Services Ltd	Fellow Subsidiary Company

(b) Related Party Transactions: In Rupees

Transactions	Ultimate Holding Company	Fellow Subsidiary Company
Income from Services	3,737,640 (6,458,974)	20,288,452 (20,980,094)
Other Receipts – Travel reimbursements	- (-)	- (61,018)
Inter Corporate Deposit – Placed and received back	- (-)	- (10,000,000)
Interest received on Inter Corporate Deposit	- (-)	- (1,313,017)
Miscellaneous Expenses (Reimbursements of Travel)	- (-)	- (161,427)
Reimbursement of expenses (Net Payable)	182,437 (664,752)	- (-)
Deputation of Personnel	- (1,658,178)	- (-)
Charges for salary Process	96,000 (135,100)	- (-)
Professional Fees	271,424 (-)	- (-)
Rent Paid	67,620 (270,480)	- (-)
Salary Recovery	471,348 (-)	- (-)
Deputation charges	314,232 (-)	- (-)
Closing Balances		
Receivables	696,134 (728,360)	1,563,784 (57,750)
Payables	- (-)	- (32,185)

**Note:** Figures of the previous year as on 31/03/2009 are indicated in brackets.

(c) Out of the above items transactions in excess of 10% of the total related party transactions are as under:

Transactions	In Rupees	
	For the year ended 31st March 2010	For the year ended 31st March 2009
Income from Services and sale of product/licenses - Mahindra Holidays & Resorts India Limited - Mahindra & Mahindra Limited - Bristlecone India Limited	19,983,252 3,737,140 -	19,514,666 6,458,974 693,000
Reimbursement of expenses (net payable) - Mahindra & Mahindra Limited - Bristlecone India Ltd	182,437 -	- 61,018
Deputation of Personnel - Mahindra & Mahindra Ltd	-	1,351,936
Rent Paid - Mahindra & Mahindra Ltd	67,620	270,480
Professional Fees - Mahindra & Mahindra Ltd	271,424	-
Charges for salary Process - Mahindra & Mahindra Ltd	96,000	1,35,000
Inter Corporate Deposit Placed and received back - Bristlecone India Ltd	(-)	10,000,000
Interest received on Inter Corporate Deposit - Bristlecone India Ltd	(-)	1,313,017
Salary Recovery - Mahindra & Mahindra Ltd	471,348	-
Deputation Charges - Mahindra & Mahindra Ltd	314,232	-

11 Previous year's figures in respect of the balance sheet have been regrouped wherever necessary, to confirm with the current year's figures.

Signatures to Schedules I to X

In terms of our report attached  
For **Deloitte Haskins & Sells**  
Chartered Accountants

For **Mahindra Logisoft Business Solutions Limited**

**A.B.Jani**  
Partner  
Membership No. 46488

**Ulhas N. Yargop**  
**Milind Kulkarni**  
**C.P. Gurnani**  
**Vineet Nayyar**  
**Sonjoy Anand**  
**Atanu Sarkar**

Directors

**Sandeep Nagarkar**  
Company Secretary

Mumbai, Dated : April 29, 2010

Pune, Dated : April 28, 2010

**Balance Sheet Abstract & Company's General Business Profile:  
As required under Part IV, Schedule VI to the Companies Act, 1956**

**I. Registration Details**

Registration Number 

				1	1	9	3	6	0
--	--	--	--	---	---	---	---	---	---

  
 Balance sheet date 

3	1		0	3		2	0	1	0
Date		Month			Year				

State Code 

1	1
---	---

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

Public Issue 

				N	I	L			
--	--	--	--	---	---	---	--	--	--

  
 Bonus Issue 

				N	I	L			
--	--	--	--	---	---	---	--	--	--

Rights Issue 

				N	I	L			
--	--	--	--	---	---	---	--	--	--

  
 Preference Shares 

				N	I	L			
--	--	--	--	---	---	---	--	--	--

  
 Private Placements 

				N	I	L			
--	--	--	--	---	---	---	--	--	--

**III. Position of mobilisation and deployment of funds (Amount in Rs. Thousands)**

Total Liabilities (including shareholders funds) 

				1	2	8	0	6	8
--	--	--	--	---	---	---	---	---	---

Total Assets 

				1	2	8	0	6	8
--	--	--	--	---	---	---	---	---	---

**Source of Funds**  
 Paid-up Capital 

				1	2	4	5	0	0
--	--	--	--	---	---	---	---	---	---

  
 Secured Loans 

				N	I	L			
--	--	--	--	---	---	---	--	--	--

Reserves & Surplus 

				N	I	L			
--	--	--	--	---	---	---	--	--	--

  
 Unsecured Loans 

				N	I	L			
--	--	--	--	---	---	---	--	--	--

**Application of Funds**  
 Net Fixed Assets(including Capital WIP & advances) 

								4	5	4
--	--	--	--	--	--	--	--	---	---	---

  
 Net Current Assets 

								8	9	1	0	9
--	--	--	--	--	--	--	--	---	---	---	---	---

  
 Accumulated Losses 

								3	4	9	3	4
--	--	--	--	--	--	--	--	---	---	---	---	---

Investments 

												3
--	--	--	--	--	--	--	--	--	--	--	--	---

  
 Misc. Expenditure 

								N	I	L		
--	--	--	--	--	--	--	--	---	---	---	--	--

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

Turnover/Income (including Other income) 

								3	3	4	2	2
--	--	--	--	--	--	--	--	---	---	---	---	---

  
 Profit/(Loss) Before Tax 

								1	0	5	0	0
--	--	--	--	--	--	--	--	---	---	---	---	---

  
 Earnings per Share in Rs.  
 (Refer note 8 above) 

								0	.	8	4
--	--	--	--	--	--	--	--	---	---	---	---

Total Expenditure 

								2	2	9	2	2
--	--	--	--	--	--	--	--	---	---	---	---	---

  
 Profit/(Loss) After Tax 

								1	0	5	0	0
--	--	--	--	--	--	--	--	---	---	---	---	---

  
 Dividend Rate % 

								N	I	L		
--	--	--	--	--	--	--	--	---	---	---	--	--

**V. Generic names of Three Principal Products/Services of Company (as per monetary terms)**

Product Description 

I	N	F	O	R	M	A	T	I	O	N		T	E	C	H	N	O	L	O	G	Y		S	E	R	V	I	C	E	S
---	---	---	---	---	---	---	---	---	---	---	--	---	---	---	---	---	---	---	---	---	---	--	---	---	---	---	---	---	---	---

  
 Item Code (ITC Code) 

N	A
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For Mahindra Logisoft Business Solutions Limited

Ulhas N. Yargop  
 Milind Kulkarni  
 C.P. Gurnani  
 Vineet Nayyar  
 Sonjoy Anand  
 Atanu Sarkar

Directors

Sandeep Nagarkar  
 Company Secretary

Pune, Dated : April 28, 2010



## **TECH MAHINDRA (BAHRAIN) LTD S.P.C.**

### **Board of Directors**

Mr. Milind Kulkarni

Mr. Vikrant C. Gandhe

### **Registered Office**

Flat/Shop 1126, Building 722,  
Road 1708, Block 317,  
Diplomatic Area, Bahrain

### **Bankers**

HSBC Bank

### **Auditors**

Deloitte and Touche

## **DIRECTORS REPORT**

The Directors present their Report and financial statements for the period from November 3, 2009 (Inception) to March 31, 2010.

### **PRINCIPAL ACTIVITIES**

The principal activities are providing information technology services and telecommunication solutions.

### **REVIEW OF BUSINESS**

The results for the year are set out on page 140 of the financial statements.

### **CHANGE IN DIRECTORS**

None.

### **AUDITOR**

A resolution proposing the reappointment of Deloitte & Touche as the auditor of the Company for the year ending March 31, 2011 and authorising the Directors to fix their remuneration will be put to the Annual General Meeting.

Place: Pune  
April 27, 2010

Milind Kulkarni  
Director

## **Independent Auditors' Report to the Shareholder Tech Mahindra (Bahrain) LTD S.P.C.**

Manama,  
Kingdom of Bahrain.

### **Report on the Financial Statements**

We have audited the accompanying financial statements of Tech Mahindra (Bahrain) LTD S.P.C., ("the Company"), which comprise the statement of financial position as at March 31, 2010 and the statement of comprehensive income, statement of changes in equity and statement of cash flows for the period from November 3, 2009 (inception) to March 31, 2010, and a summary of significant accounting policies and other explanatory notes.

#### *Management's Responsibility for the Financial Statements*

Management is responsible for the preparation and fair presentation of these financial statements in accordance with International Financial Reporting Standards. This responsibility includes: designing, implementing and maintaining internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error; selecting and applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances.

#### *Auditor's Responsibility*

Our responsibility is to express an opinion on these financial statements based on our audit. Except as mentioned in paragraph (1) in the basis of qualification, we conducted our audit in accordance with International Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### *Basis of Qualification*

- (1) We did not receive an independent confirmation from the Company's only customer having a balance amounting to BD 2,713,726. In the absence of other independent audit evidence we were unable to satisfy ourselves with respect to the completeness, validity and valuation of this receivable balance by other audit procedures.

#### *Qualified Opinion*

In our opinion, except for the effect, if any, that might have been determined to be necessary had we been able to satisfy ourselves with respect to the matter mentioned in paragraph (1) above, the financial statements present fairly, in all material respects, the financial position of Tech Mahindra (Bahrain) LTD S.P.C., Bahrain as of March 31, 2010 and of its financial performance and its cash flows for the period from November 3, 2009 (inception) to March 31, 2010 in accordance with International Financial Reporting Standards.

### **Report on Other Legal and Regulatory Requirements**

In our opinion, the Company has maintained proper accounting records and the financial statements have been prepared in accordance with those records. We further report that, to the best of our knowledge and belief, the financial information provided in the Board of Directors' report is in agreement with the financial statements and based on the information and explanations provided by the management which were required for the purpose of our audit, we are not aware of any violations of the relevant provisions of Bahrain Commercial Companies Law 2001 and the Company's Memorandum and Articles of Association having occurred during the period from November 3, 2009 (inception) to March 31, 2010 that might have had a material effect on the business of the Company or on its financial position.

Manama – Kingdom of Bahrain  
April 27, 2010

Deloitte & Touche

## STATEMENT OF FINANCIAL POSITION AS AT March 31, 2010

	<u>Notes</u>	<u>2010</u>	
		<u>BD</u>	<u>Rs.</u>
<b>ASSETS</b>			
<b>Non current assets:</b>			
Plant and equipment	5	<u>5,797</u>	<u>700,857</u>
<b>Current assets:</b>			
Accounts receivable and advances	6	<u>2,847,412</u>	<u>344,252,111</u>
Bank balance		<u>2,862,678</u>	<u>346,097,770</u>
Total current assets		<u>5,710,090</u>	<u>690,349,881</u>
<b>Total assets</b>		<u><u>5,715,887</u></u>	<u><u>691,050,738</u></u>
<b>EQUITY AND LIABILITIES</b>			
<b>Equity:</b>			
Share capital	7	<u>50,000</u>	<u>6,045,000</u>
Statutory reserve	8	<u>25,000</u>	<u>3,022,500</u>
Retained earnings		<u>367,304</u>	<u>44,407,054</u>
Total equity		<u>442,304</u>	<u>53,474,554</u>
<b>Current liabilities:</b>			
Accounts payable and accruals	9	<u>2,267,101</u>	<u>272,092,511</u>
Due to related a party	10	<u>3,006,482</u>	<u>363,483,674</u>
Total current liabilities		<u>5,273,583</u>	<u>637,576,185</u>
<b>Total equity and liabilities</b>		<u><u>5,715,887</u></u>	<u><u>691,050,738</u></u>

This condensed interim financial information was approved and authorised for issue by the Directors on April 27, 2010 and signed on their behalf by:

Mr. Milind Kulkarni  
Director

Mr. Vikrant Gandhe  
Director

The attached notes 1 to 12 form part of this financial information.

## STATEMENT OF COMPREHENSIVE INCOME FOR THE PERIOD FROM NOVEMBER 3, 2009 (INCEPTION) TO MARCH 31, 2010

	Notes	For the Period November 3, 2009 (Inception) to March 31, 2010	
		BD	Rs.
Revenue	10 (b)	8,238,669	996,055,028
Cost of revenue		(7,072,547)	((855,070,932)
Gross profit		1,166,122	140,984,150
General and administrative expenses		(765,894)	(92,596,585)
Finance costs		(7,924)	(985,012)
Profit for the period	11	392,304	47,429,554
Total comprehensive income for the period		392,304	47,429,554

The attached notes 1 to 12 form part of this financial information.

**STATEMENT OF CHANGES IN EQUITY**  
**For the period from November 3, 2009 (Inception) to March 31, 2010**

	Share Capital	Statutory Reserve	Retained Earnings	Total
	BD	BD	BD	BD
Capital introduced	50,000	-	-	50,000
Profit for the period	-	-	392,304	392,304
Transferred to statutory reserve	-	25,000	(25,000)	-
Balance at March 31, 2010	<u>50,000</u>	<u>25,000</u>	<u>367,304</u>	<u>442,304</u>

	Share Capital	Statutory Reserve	Retained Earnings	Total
	Rs.	Rs.	Rs.	Rs.
Capital introduced	6,045,000	-	-	6,045,000
Profit for the period	-	-	47,429,554	47,429,554
Transferred to statutory reserve	-	3,022,500	(3,022,500)	-
Balance at March 31, 2010	<u>6,045,000</u>	<u>3,022,500</u>	<u>(44,407,054)</u>	<u>53,474,554</u>

The attached notes 1 to 12 form part of this financial information.

**STATEMENTS OF CASH FLOWS**  
**For the period from November 3, 2009 (Inception) to March 31, 2010**

For the period  
from  
November 3,  
2009  
(Inception) to  
March 31, 2010

	BD	Rs.
<b>Cash flows from operating activities:</b>		
Profit for the period	392,304	47,429,754
Adjustments for:		
Depreciation	663	80,157
	<u>392,967</u>	<u>47,509,711</u>
Increase in accounts receivable and advances	(2,847,412)	(344,252,112)
Increase in accounts payable and accruals	2,267,101	274,092,511
Increase in due to a related party	3,006,482	363,483,674
Net cash from operating activities	<u>2,819,138</u>	<u>340,833,784</u>
<b>Cash flow from investing activity:</b>		
Purchase of plant and equipment	(6,460)	(781,014)
Net cash used in investing activity	<u>(6,460)</u>	<u>(781,014)</u>
<b>Cash flow from financing activity:</b>		
Capital introduce	50,000	6,045,000
Net cash from financing activity	<u>50,000</u>	<u>6,045,000</u>
Increase in cash and cash equivalents	2,862,678	346,097,770
Cash and cash equivalents at the beginning of the period	-	-
Cash and cash equivalents at the end of the period	<u>2,862,678</u>	<u>346,097,770</u>
Comprising of:		
Bank balance	<u>2,862,678</u>	<u>46,097,770</u>

The attached notes 1 to 12 form part of this financial information.

## NOTES TO FINANCIAL STATEMENTS

### For the period from November 3, 2009 (Inception) to March 31, 2010

#### 1. STATUS AND ACTIVITIES:

Tech Mahindra (Bahrain) Ltd. S.P.C. ("the Company") was incorporated on November 3, 2009 as a Single Person Company in the Kingdom of Bahrain and registered with the Ministry of Industry and Commerce under Commercial Registration number 73221. The Company is engaged in providing information technology services and telecommunication solutions.

The Company is owned by Tech Mahindra Limited – India.

#### 2. ADOPTION OF NEW AND REVISED INTERNATIONAL FINANCIAL REPORTING STANDARDS:

##### 2.1 Standards and Interpretations in issue not yet effective:

At the date of authorisation of these financial statements, the following Standards and Interpretations were in issue but not yet effective:

<i>New Interpretations:</i>	<b>Effective for annual periods beginning on or after</b>
IFRIC 17 Distributions of Non-cash Assets to Owners	July 1, 2009
IFRIC 19 Extinguishing Financial Liabilities with Equity Instruments	July 1, 2010
<i>New Standard:</i>	
IFRS 9 Financial Instruments	January 1, 2013
<i>Amendments to Standards and Interpretations:</i>	
IFRS 2 Share-based Payment- Amendments relating to group cash-settled share-based payment transactions	January 1, 2010
IFRS 3 Business Combinations- Comprehensive revision on applying the acquisition method	July 1, 2009
IFRS 8 Operating Segments – Amendments for disclosure of segment assets	January 1, 2010
IAS 24 Related Party Disclosures	January 1, 2011
IAS 27 Consolidated and Separate Financial Statements- Consequential amendments arising from amendments to IFRS 3	July 1, 2009
IAS 28 Investments in Associates- Consequential amendments arising from amendments to IFRS 3	July 1, 2009
IAS 31 Interests in Joint Ventures- Consequential amendments arising from amendments to IFRS 3	July 1, 2009
IAS 32 Financial Instruments: Presentation	February 1, 2010
IAS 39 Financial Instruments: Recognition and Measurement- Amendments for eligible hedged Items	July 1, 2009
Various Standards Amendments resulting from May 2008 and April 2009 Annual Improvements to IFRSs	Various
IFRIC 14 IAS 19 – The Limit on a Defined Benefit Asset, Minimum Funding Requirements and their Interaction	January 1, 2011

The management anticipates that, where applicable, the above Standards, Interpretations and amendments will be adopted in the Company's financial statements for the future periods and that the adoption of these Standards and Interpretations will have no material impact on the financial statements of the Company in the period of initial application.

#### 3. SIGNIFICANT ACCOUNTING POLICIES:

##### Statement of Compliance

These financial statements have been prepared in accordance with International Financial Reporting Standards ("IFRS") and the applicable requirements of the Bahrain Commercial Companies Law.

##### Basis of Preparation

The financial statements have been prepared under the historical cost convention, except for certain financial instruments and investment properties which are stated at fair value, and the accrual method of accounting. The financial statements are presented in Bahraini Dinars ("BD") being the functional currency of the Company.

The significant accounting policies adopted are as follows:

##### 3.1 Plant and Equipment

Plant and equipment are stated at cost less accumulated depreciation and any impairment in value. Gain or loss on disposal of plant and equipment are included in the results for the period.

The cost of plant and equipment is depreciated on a straight line basis over the estimated useful life of the assets.

The estimated useful lives of the property and equipment for the calculation of depreciation are as follows:

Computer Equipment	1 year
Furniture	3 years

##### 3.2 Financial Assets and Liabilities

Financial assets and financial liabilities are recognised on the Company's statement of financial position when the Company becomes a party to the contractual provisions of the instrument.

##### 3.3 Financial Assets

Financial assets are classified into the following specified categories: financial assets "at fair value through profit or loss" (FVTPL), "held-to-maturity investments", "available-for-sale" (AFS) financial assets and "receivables". The classification depends on the nature and purpose of the financial assets and is determined at the time of initial recognition. At present, the financial assets of the Company consisted of receivables and a bank balance.

Receivables are measured at amortised cost using the effective interest method, less any impairment. Interest income is recognised by applying the effective interest rate, except for short-term receivables when the recognition of interest would be immaterial.

##### Effective interest method

The effective interest method is a method of calculating the amortised cost of a financial asset and of allocating interest income over the relevant period. The effective interest rate is the rate that exactly discounts estimated future cash receipts through the expected life of the financial asset, or, where appropriate, a shorter period.

##### 3.4 Impairment of Financial Assets

Financial assets, other than those at fair value through profit or loss, are assessed for indicators of impairment at each reporting period. Financial assets are impaired where there is objective evidence that, as a result of one or more events that occurred after the initial recognition of the financial asset, the estimated future cash flows of the financial asset have been impacted. For financial assets carried at amortised cost, the amount of the impairment is the difference between the asset's carrying amount and the present value of estimated future cash flows, discounted at the original effective interest rate.

The carrying amount of the financial asset is reduced by the impairment loss directly for all financial assets with the exception of trade receivables where the carrying amount is reduced through the use of an allowance account. When a trade receivable is uncollectible, it is written off against the allowance account. Subsequent recoveries of amounts previously written off are credited against the allowance account. Changes in the carrying amount of the allowance account are recognised in profit or loss.



**FOR THE PERIOD FROM NOVEMBER 3, 2009 (INCEPTION) TO MARCH 31, 2010 (Contd.)**

If, in a subsequent period, the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognised, the previously recognised impairment loss is reversed through profit or loss to the extent that the carrying amount of the financial asset at the date the impairment is reversed does not exceed what the amortised cost would have been had the impairment not been recognised.

**3.5 Derecognition of Financial Assets**

The Company derecognises a financial asset only when the contractual rights to the cash flows from the asset expire; or it transfers the financial asset and substantially all the risks and rewards of ownership of the asset to another entity. If the Company neither transfers nor retains substantially all the risks and rewards of ownership and continues to control the transferred asset, the Company recognises its retained interest in the asset and an associated liability for amounts it may have to pay. If the Company retains substantially all the risks and rewards of ownership of a transferred financial asset, the Company continues to recognise the financial asset and also recognises a collateralised borrowing for the proceeds received.

**3.6 Financial Liabilities**

Financial liabilities, including borrowings, are initially measured at fair value, net of transaction costs. Financial liabilities are subsequently measured at amortised cost using the effective interest method, with interest expense recognised on an effective yield basis.

The Company derecognises financial liabilities when, and only when, the Company's obligations are discharged, cancelled or they expire.

**3.7 Revenue Recognition**

Revenue is measured at the fair value of the consideration received or receivable. Revenue is reduced for estimated rebates and other similar allowances.

**3.8 Foreign Currencies**

Foreign currency transactions are recorded in Bahraini Dinars using exchange rates prevailing at the dates of the transactions. Monetary assets and liabilities denominated in foreign currencies at the reporting date are retranslated at the year end rates of exchange. Exchange differences are reported as part of the results for the year.

**4. CRITICAL ACCOUNTING JUDGEMENTS AND KEY SOURCES OF ESTIMATION UNCERTAINTY:**

In the application of the entity's accounting policies, which are described in Note 3, management is required to make judgements, estimates and assumptions about the carrying amounts of assets and liabilities that are not readily apparent from other sources. The estimates and associated assumptions are based on historical experience and other factors that are considered to be relevant. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised if the revision affects only that period, or in the period of the revision and future periods if the revision affects both current and future periods.

**4.1 Critical judgements in applying the entity's accounting policies**

In the process of applying the entity's accounting policies, which are described in Note 3, and due to the nature of operation, the management did not have to make judgements that may have significant effect on the amounts recognised in the financial statements.

**4.2 Key sources of estimation uncertainty**

The following are the key assumptions concerning the future, and other key sources of estimation uncertainty at the reporting date, that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year.

**4.2.1 Impairment of tangible assets and useful lives**

The Company's management tests annually whether tangible and intangible assets have suffered impairment in accordance with accounting policies stated in Note 3. The recoverable amount of an asset is determined based on value-in-use method. This method uses

estimated cash flow projections over the estimated useful life of the asset discounted using market rates.

The Company's management determines the useful lives of property and equipment and the related depreciation charge. The depreciation and amortisation charge for the year will change significantly if the actual life is different from the estimated useful life of the asset.

The review carried out by management with current period, did not indicate any necessarily for change in the useful lives of tangible assets.

**4.2.2 Impairment of financial assets**

The Company's management reviews periodically items classified as trade receivables to assess whether a provision for impairment should be recorded in the profit or loss. Management estimates the amount and timing of future cash flows when determining the level of provisions required. Such estimates are necessarily based on assumptions about several factors involving varying degrees of judgement and uncertainty.

**5. PLANT AND EQUIPMENT:**

	Furniture	Computer Equipment	Total
	BD	BD	BD
<b>Cost:</b>			
Additions	5,882	578	6,460
Balance at March 31, 2010	5,882	578	6,460
<b>Accumulated depreciation:</b>			
Depreciation expenses	567	96	663
Balance at March 31, 2010	567	96	663
<b>Carrying amount:</b>			
At March 31, 2010	5,315	482	5,797
	Furniture	Computer Equipment	Total
	Rs.	Rs.	Rs.
<b>Cost:</b>			
Additions	711,134	69,880	781,014
Balance at March 31, 2010	711,134	69,880	781,014
<b>Accumulated depreciation:</b>			
Depreciation expenses	68,550	11,606	80,157
Balance at March 31, 2010	68,550	11,606	80,157
<b>Carrying amount:</b>			
At March 31, 2010	642,584	58,274	700,857

**6. ACCOUNTS RECEIVABLE AND ADVANCES:**

	2010	
	BD	Rs.
Trade accounts receivable	2,713,726	328,089,474
Advances	133,686	16,162,637
	<u>2,847,412</u>	<u>344,252,111</u>

At March 31, 2010 one customer accounted for 100% of gross trade accounts receivable.

There are no past due or impaired receivables as at the reporting date.

The average credit period on sale of good is 45 days. No interest is charged on the overdue customers' balances. No collateral is held against trade accounts receivable.

**FOR THE PERIOD FROM NOVEMBER 3, 2009 (INCEPTION) TO MARCH 31, 2010 (Contd.)****7. SHARE CAPITAL:**

The share capital of the Company consists of 500 shares of BD 100 each and has been contributed as follows:

	2010		
	Number of Shares	Amount	
		BD	Rs.
Tech Mahindra Limited - India	500	50,000	6,045,000

**8. STATUTORY RESERVE:**

As required by the Bahrain Commercial Companies Law and the Company's Articles of Association, 10% of the profit for each period is required to be transferred to a statutory reserve. The Company may resolve to discontinue such annual transfers when the reserve totals 50% of the issued share capital. The reserve is not available for distribution, except in the circumstances stipulated in the Bahrain Commercial Companies Law.

**9. ACCOUNTS PAYABLE AND ACCRUALS:**

	2010	
	BD	Rs.
	Accounts payable	1,621,446
Accrued expenses	645,655	78,059,690
	<u>2,267,101</u>	<u>274,092,511</u>

**10. RELATED PARTY TRANSACTIONS:**

Transactions with the Company's Shareholder, Directors, key management or their close family members or with entities in which they have substantial or controlling interest are classified as transactions with related parties. These transactions are undertaken at rates determined by the management.

(a) The balances due to a related party consist of:

	2010	
	BD	Rs.
	Tech Mahindra Limited, India	3,006,482

This amount is interest free and has no specific repayment terms. Management considers this amount to be a current liability.

(b) The related party transactions during the period were as follows:

	For the period from November 3, 2009 (Inception) to March 31, 2010	
	BD	Rs.
	Revenue (cost plus 5% mark up) (i)	8,238,669
Offshore staff cost	193,047	23,339,382

(i) The Company has an agreement with Tech Mahindra Limited, India whereby the Company charges back Tech Mahindra Limited, India a 5% mark up on the direct and indirect costs incurred.

**11. PROFIT FOR THE PERIOD:**

Profit for the period has been arrived at after charging:

	For the period from November 3, 2009 (Inception) to March 31, 2010	
	BD	Rs.
	Employment costs and benefits	692,094
Service fees	726,675	87,855,008
Depreciation expense	663	80,157

**12. FINANCIAL INSTRUMENTS:**

Financial instruments consist of financial assets and financial liabilities.

*Financial assets* of the Company include bank balance and accounts receivable.

*Financial liabilities* of the Company include payables, accrued liabilities and due to a related party.

(a) *Significant accounting policies*

Significant accounting policies and methods adopted, including the criteria for recognition, basis of measurement, and the basis on which income and expenses are recognised in respect of each class of financial assets and liabilities are set out in Note 3.

(b) *Capital risk management*

The Company manages its capital to ensure that the Company will be able to continue as a going concern while maximising the return to stakeholders through the optimisation of the debt and equity balance. As at the reporting date the Company is debt free.

(c) *Categories of financial instruments*

	2010
	BD
Financial assets	
Receivables (including bank balance)	<u>5,710,090</u>
Financial liabilities	
Amortised cost	<u>5,273,583</u>

(d) *Financial risk management objectives*

The Company manages the financial risks relating to the operations of the Company through internal reports. These risks include market risk (which comprises foreign currency risk and interest rate risk), credit risk and liquidity risk. The risk associated with financial instruments and the Company's approaches to managing such risks are described below:

(i) Foreign currency risk

Foreign currency risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate due to change in foreign exchange rates.

The Company undertakes certain transactions denominated in foreign currencies. Hence, exposures to exchange rate fluctuations arise. Exchange rate exposures are managed within approved policy parameters by making payments at appropriate times.

The Company's financial assets and liabilities are denominated in Bahraini Dinars and United States Dollars. As the Bahraini Dinar is effectively pegged to the United States Dollar, balances in the United States Dollar are not considered to represent a significant currency risk.

**FOR THE PERIOD FROM NOVEMBER 3, 2009 (INCEPTION) TO MARCH 31, 2010 (Contd.)**

The carrying amounts of the Company's foreign currency denominated monetary assets and monetary liabilities at the reporting date are as follows:

	<b>2010</b>	
	<b>Assets</b>	<b>Liabilities</b>
	<b>BD</b>	<b>BD</b>
United States Dollars	<b>2,713,726</b>	<b>104,605</b>

## (ii) Interest rate risk

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates.

The Company is not exposed to interest rate risk as it does not have interest bearing financial instruments as at the reporting date.

## (e) Credit risk

Credit risk refers to the risk that a counterparty will default on its contractual obligations resulting in financial loss to the Company.

Credit exposure is disclosed in Note 6 and is controlled by ensuring that the payments are received in compliance with the contractual terms with the customers. The Company seeks to limit its credit risk with respect to accounts receivable by defining credit limits that are monitored regularly and establishing a settlement period for these individual counter parties.

The management considers the maximum exposure to credit risk is BD 5,710,090, at the reporting date.

The credit risk on liquid funds is limited because the counterparties are banks registered with the Central Bank of Bahrain.

## (f) Liquidity risk

Liquidity risk is the risk that an entity will encounter difficulty in meeting commitments associated with financial liabilities.

Ultimate responsibility for liquidity risk management rests with the Directors of the Company. The Company manages liquidity risk by continuously monitoring forecast and actual cash flows.

The following tables detail the Company's remaining contractual maturity for its non-derivative financial liabilities. The tables have been drawn up based on the undiscounted cash flows of non-derivative financial liabilities based on the earliest date on which the Company can be required to pay. The tables include both interest, if applicable and principal cash flows.

	<b>Less than 1 month</b>	<b>1-3 months</b>	<b>3 months to 1 year</b>	<b>Total</b>
	<b>BD</b>	<b>BD</b>	<b>BD</b>	<b>BD</b>

**2010**

Non-interest bearing	<b>77,653</b>	<b>3,205,282</b>	<b>1,990,648</b>	<b>5,273,583</b>
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The following tables detail the Company's expected maturity for its non-derivative financial assets. The tables below have been drawn up based on the undiscounted contractual maturities of the financial assets including interest that will be earned on those assets except where the Company anticipates that the cash flow will occur in a different period.

	<b>Less than 1 month</b>	<b>1-3 months</b>	<b>3 months to 1 year</b>	<b>Total</b>
	<b>BD</b>	<b>BD</b>	<b>BD</b>	<b>BD</b>

**2010**

Non-interest bearing	<b>2,862,678</b>	<b>2,847,412</b>	<b>-</b>	<b>5,710,090</b>
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## (g) Fair value of financial instruments

Fair value is the amount for which an asset could be exchanged, or liability settled, between knowledgeable, willing parties in an arm's length transaction. Consequently, differences may arise between the carrying values and the fair value estimates.

The Directors consider that the carrying amounts of financial assets and financial liabilities recorded at amortised cost in the financial statements approximate their fair values.

There are no financial assets or financial liabilities carried at fair value as at the reporting date.

## **TECH MAHINDRA (NIGERIA) LIMITED**

### **Board of Directors**

Mr. Atanu Sarkar

Mr. Milind Kulkarni

Mrs. Oreagba Chief

### **Registered Office**

2<sup>nd</sup> Floor, Consortium House,  
Plot 1682, Sanusi Fafunwa Street,  
PO Box 71897, Victoria Island,  
Lagos, Nigeria

## **DIRECTORS' REPORT TO THE SHAREHOLDERS**

Your Directors present their Report of your Company for the period ended March 31, 2010.

### **Review of Operations:**

The Company was registered on 18<sup>th</sup> August 2009 and became subsidiary of Tech Mahindra Limited with effect from the same date. The Company is yet to start its operations.

### **Outlook for the current year:**

The Company believes that there is good potential for growth in Nigeria.

### **Acknowledgements:**

Your Directors gratefully acknowledge the co-operation and assistance received from the State and other Government Authorities and the support from shareholder.

Milind Kulkarni  
Director

Place: Pune  
Dated: April 27, 2010

## TECH MAHINDRA FOUNDATION

### **Board of Directors**

Mr. Keshub Mahindra - Chairman

Mr. Anand G. Mahindra

Mr. Vineet Nayyar

### **Registered Office**

Oberoi Gardens Estate, Chandivali

Off Saki Vihar Road

Andheri (E)

Mumbai 400 072, India

### **Bankers**

IDBI Bank

### **Auditors**

B. K. Khare & Co.

Chartered Accountants

## DIRECTORS' REPORT

Your Directors present their Fifth Annual Report of your Company for the year ended 31<sup>st</sup> March 2010.

### FINANCIAL RESULTS

(Rupees)

For the year ended March 31	2010	2009
Donations received	67,454,153	84,500,000
Interest received on investments	34,393,671	30,404,901
Expenditure on the object of the Company	72,187,152	56,787,873
Corpus fund	389,262,155	361,104,533

### Review of Activities

Your Company was promoted by Tech Mahindra Limited with an initial corpus of Rs. 150 Million to discharge its Corporate Social Responsibilities. Your Company focuses on activities for Social and Inclusive Development mainly in the area of education, particularly education of girl child. Your Company has a corpus of Rs. 389 Million and has spent Rs. 72 Million on its objectives during the year.

Your Company seeks to make a contribution towards provision of quality education and vocational skills to the economically disadvantaged, physically challenged and other vulnerable sections of the society. Women empowerment and the educational needs of the girl child are special areas of concern to the Company. Recognizing that the great majority of children from under-privileged background study in municipal schools, your Company seeks to work towards improvement of these schools. Aware that youth who have studied in vernacular schools are often handicapped in their efforts to move ahead by lack of English language skills, your Company is endeavoring to help them meet this challenge.

During the year under review, your Company has selected several new not-for-profit organizations spread over Pune, Mumbai, Noida, Delhi and Bangalore. Your Company now works with 50 NGO's enabling it to reach out to many more children, with special attention to the educational needs of such vulnerable sections as girls from economically disadvantaged minority families.

Your Company has made a special effort to link up with organizations making innovative use of technology to reach out to the needs of the physically, particularly visually challenged. Your Company has also partnered with many vocational training institutes to give loans and scholarships which would help economically challenged but deserving students to pursue their education.

Your Company continued to honour outstanding teachers and principals working in the Municipal schools of Delhi.

These were selected through a rigorous and independent process. Mr. Vineet Nayyar, Director distributed the awards to 30 teachers on 7<sup>th</sup> April 2010 at a ceremony attended by the Municipal Commissioner of Delhi.

There is an increasing amount of interest shown by employees of your Promoter Company i.e. Tech Mahindra Limited to volunteer and utilise their free time to help partner NGOs of your Company.

The ESRO (Employee Social Responsibility Options) initiative which was launched last year by Tech Mahindra Limited in collaboration with your Company has had employees presenting proposals for supporting NGO's/charitable organizations working in the fields of education, health, environment and child welfare with Tech Mahindra Limited providing financial aid to these organizations.

### DIRECTORS

As per Article 16 of the Articles of Association of the Company, all Directors retire at the ensuing annual general meeting and are eligible for re-appointment.

### CONSERVATION OF ENERGY, RESEARCH & DEVELOPMENT, TECHNOLOGY ABSORPTION, FOREIGN EXCHANGE EARNINGS AND OUTGO:

- Conservation of Energy: The operations of the Company are not energy-intensive and hence, the provisions are not applicable.
- Research and Development: No amount was spent on Research and development during the year under review.
- Foreign Exchange earnings and outgo: No amount was earned or expended in foreign exchange during the year under review.

### PARTICULARS OF EMPLOYEES AS REQUIRED BY SECTION 217(2A) OF THE COMPANIES ACT, 1956 AND RULES FRAMED THEREUNDER

The Company had no employee who was in receipt of remuneration of not less than Rs. 24,00,000 during the year ended 31<sup>st</sup> March, 2010 or not less than Rs. 2,00,000 per month during any part of the said year.

### DIRECTORS RESPONSIBILITY STATEMENT

Pursuant to section 217(2AA) of the Companies Act, 1956, your Directors, based on the representation received from the Operating Management, and after due enquiry, confirm that:

- in the preparation of the annual accounts, the applicable accounting standards have been followed;
- they have, in the selection of the accounting policies, consulted the Statutory Auditors and these have been

applied consistently and reasonable and prudent judgments and estimates have been made so as to give a true and fair view of the state of affairs of the Company as at 31<sup>st</sup> March 2010 and of the surplus of the Company for the year ended on that date;

- iii. proper and sufficient care has been taken for the maintenance of adequate accounting records in accordance with the provisions of the Companies Act, 1956 for safeguarding the assets of the Company and for preventing and detecting fraud and other irregularities;
- iv. the annual accounts have been prepared on a going concern basis.

#### **AUDITORS**

The Auditors, M/s. B. K. Khare & Co., Chartered Accountants, retire at the ensuing Annual General Meeting and have confirmed their eligibility and willingness to accept office, if re-appointed by the members at the ensuing Annual General Meeting.

#### **PUBLIC DEPOSITS AND LOANS/ADVANCES**

The Company has not accepted any deposits from the public or its employees during the year under review. The Company has not made any loans/advances which are required to be disclosed in the annual accounts of the Company pursuant to Clause 32 of the Listing Agreement with the parent company - Tech Mahindra Limited.

#### **ACKNOWLEDGEMENTS**

The Board takes this as an opportunity to thank the promoters of the Company for their faith and patronage.

For and on behalf of the Board

Anand Mahindra  
Director

Vineet Nayyar  
Director

Place: Mumbai  
Date: May 29, 2010



## Report of the Auditors

To the Members of Tech Mahindra Foundation

We have audited the attached Balance Sheet of Tech Mahindra Foundation, as at 31st March 2010, and also the Income and Expenditure Account for the year ended on that date annexed thereto. These financial statements are the responsibility of the Company's Management. Our responsibility is to express an opinion on these financial statements based on our audit.

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.

- 1) As the Company is licensed under Section 25 of the Companies Act, 1956, the Companies (Auditor's Report) order, 2003 issued by the Central Government of India, in terms of Section 227 (4a) of the Act does not apply to it, as per paragraph 1(2) (iii) of the said order.
- 2) Further to our Comments referred to in the paragraph 1 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 the law have been kept by the Company so far, as appears from our examination of the books.

- c) The Balance Sheet and Income and Expenditure Account dealt by the report are in agreement with books of account.
- d) In our opinion, the attached Balance Sheet and Income and Expenditure 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 the written representations received from the Directors as on 31st March, 2010 and taken on the record by the Board of Directors, we report that none of the Directors is disqualified as on 31st March, 2010 from being appointed as Director in terms of clause (g) of sub section (1) of Section 274 of the Companies Act, 1956.

In our opinion, and to the best of our information and according to the explanations given to us, the said accounts read together with the notes, give the information required by the Companies Act, 1956, in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India:

- i) in the case of the Balance Sheet, of the state of affairs of the company as on 31st March, 2010 and
- ii) in the case of the Income and Expenditure Account of the surplus for the year ended on that date.

For **B. K. Khare & Co.**  
*Chartered Accountants*

*Place: Pune*  
*Date : May 29, 2010*

**R. D. Onkar**  
*(Partner)*  
M. No. 45716

**Balance Sheet as at March 31, 2010**

		<b>Rupees</b>	
	<b>Schedule</b>	<b>As at March 31, 2010</b>	<b>As at March 31, 2009</b>
<b>I. SOURCES OF FUNDS :</b>			
SHAREHOLDERS' FUNDS:			
Capital	I	<b>500,000</b>	500,000
Corpus Fund	I	<b>388,782,823</b>	360,782,823
<b>Surplus / (Deficit) in Income and Exenditure Account</b>		<b>479,332</b>	321,710
		<b>TOTAL</b>	<b>361,604,533</b>
<b>II. APPLICATION OF FUNDS :</b>			
CURRENT ASSETS, LOANS AND ADVANCES:			
Loans & Advances		<b>9,226,649</b>	8,817,996
Cash and Bank Balances		<b>380,607,200</b>	352,806,391
		<b>389,833,850</b>	361,624,387
Less : CURRENT LIABILITIES AND PROVISIONS:			
Liabilities	III	<b>71,695</b>	19,854
		<b>71,695</b>	19,854
		<b>TOTAL</b>	<b>361,604,533</b>
SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS			
	VI		

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As per our attached report of even date

For **B. K. Khare & Co.**  
Chartered Accountants

For **Tech Mahindra Foundation**

**Anand Mahindra**  
Director

**Vineet Nayyar**  
Director

**R.D. Onkar**  
Partner  
M. No. 45716

Place : Pune  
Date : May 29, 2010

Place : Mumbai  
Date : May 29, 2010

**INCOME AND EXPENDITURE ACCOUNT FOR THE PERIOD ENDED 31ST MARCH, 2010**

	<b>Schedule</b>	<b>March 31,2010</b>	<b>Rupees</b> March 31,2009
<b>INCOME</b>	IV	<b>73,847,824</b>	57,904,901
		<b>TOTAL</b>	<b>57,904,901</b>
<b>EXPENDITURE :</b>			
Operating and Other Expenses	V	<b>1,503,050</b>	864,088
Donation		<b>72,187,152</b>	56,787,873
		<b>TOTAL</b>	<b>57,651,961</b>
Balance carried forward from previous year		<b>321,710</b>	68,770
Excess of Income over expenditure/(Expenditure over income)		<b>479,332</b>	321,710
		<b>TOTAL</b>	<b>57,904,901</b>
<b>SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS</b>	VI		

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As per our attached report of even date

For **B. K. Khare & Co.**  
Chartered Accountants

For **Tech Mahindra Foundation**

**Anand Mahindra**  
Director

**Vineet Nayyar**  
Director

**R.D. Onkar**  
Partner  
M. No. 45716

Place : Pune  
Date : May 29, 2010

Place : Mumbai  
Date : May 29, 2010

**Schedules forming part of the Balance Sheet**

	As at March 31, 2010	Rupees As at March 31, 2009	As at March 31, 2010	Rupees As at March 31, 2009
<b>Schedule I</b>				
<b>CORPUS FUNDS :</b>				
<b>SHARE CAPITAL :</b>				
Authorised :				
50,000 Equity Shares of Rs. 10/- each	500,000	500,000		
Issued, Subscribed & Paid up :				
50,000 Equity Shares of Rs. 10/- each fully paid-up	500,000	500,000		
<b>TOTAL</b>	<b>500,000</b>	<b>500,000</b>		
<b>SPECIFIC DONATIONS :</b>				
As per last Balance Sheet	360,782,823	303,782,823		
Add : Received during the year	28,000,000	57,000,000		
<b>TOTAL</b>	<b>388,782,823</b>	<b>360,782,823</b>		
<b>Schedule II</b>				
<b>CURRENT ASSETS, LOANS AND ADVANCES :</b>				
(a) Cash and Bank Balances :				
Balance with Scheduled banks :				
(i) In Current accounts	316,795	555,986		
(ii) In Fixed Deposit accounts	380,290,405	352,250,405		
	<b>380,607,200</b>	<b>352,806,391</b>		
(b) Loans and Advances : (unsecured)				
Balances with Government Authorities				
Tax Deducted at Source	3,885,341	3,194,339		
Other Advances	5,341,308	5,623,657		
	<b>9,226,649</b>	<b>8,817,996</b>		
<b>TOTAL</b>	<b>389,833,850</b>	<b>361,624,387</b>		
<b>Schedule III</b>				
<b>CURRENT LIABILITIES AND PROVISIONS:</b>				
Dues to Small Scale Industrial Undertakings		-		-
Others		71,695		19,854
<b>TOTAL</b>		<b>71,695</b>		<b>19,854</b>
<b>Schedules forming part of the Income and Expenditure Account</b>				
<b>Schedule IV</b>				
<b>INCOME :</b>				
Interest on :				
Deposits with banks		34,393,671		30,404,901
[Tax Deducted at source: Rs. 6,91,002/- (previous year: Rs. 2,17,627/-)]		39,454,153		27,500,000
Donations Received		73,847,824		57,904,901
<b>TOTAL</b>		<b>73,847,824</b>		<b>57,904,901</b>
<b>Schedule V</b>				
<b>OPERATING AND OTHER EXPENSES</b>				
Professional Fees		175,552		13,236
Bank Charges		560		-
Audit Fees		55,459		16,545
Printing & Stationery		58,660		66,160
Travelling & Conveyance		291,612		66,061
Books & Periodicals		83,642		17,005
Staff Welfare Expenses		32,832		20,040
Award Functions & Rewards		661,516		497,500
Hall Rent		8,250		118,188
Telephone Expenses		8,795		1,974
Office & Miscellaneous Expenses		126,172		47,379
<b>TOTAL</b>		<b>1,503,050</b>		<b>864,088</b>

**Schedules forming part of the Balance Sheet and Income and Expenditure Account****Schedule VI****SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS FOR THE YEAR ENDED MARCH 31, 2010**

Significant accounting policies:

## (a) Basis for preparation of accounts:

The accounts have been prepared to comply in all material aspects with applicable accounting principles in India, the Accounting Standards issued by the Institute of Chartered Accountants of India (ICAI) and the relevant provisions of the Companies Act, 1956.

## (b) Revenue recognition:

Interest income is recognized on time proportion basis. Donations received with a specific direction from the donors that they shall form part of the income have been accounted for accordingly.

## (c) Donations:

Donations received with a specific direction from the donors that they shall form part of the corpus have been accounted for accordingly.

As per our attached report of even date

For **B. K. Khare & Co.**  
Chartered Accountants

**R.D. Onkar**  
Partner  
M. No. 45716

Place : Pune  
Date : May 29, 2010

For **Tech Mahindra Foundation**

**Anand Mahindra**  
Director

**Vineet Nayyar**  
Director

Place : Mumbai  
Date : May 29, 2010



