

## **Frequently Asked Questions December 2007**

### **1) Give a brief history of Teledata Informatics Ltd.?**

Teledata Informatics Ltd was incorporated on 10th April 1990 initially with the name "Teledata Informations Private Limited" by a group of Marine professionals to develop software solutions for Ship Management. It was subsequently converted into a Public Limited Company 'Teledata Informatics Ltd' on 06<sup>th</sup> February 1995.

Teledata Informatics Ltd's heritage comes from its leadership in the maritime industry and is now leading enterprise software and services provider for Education, Utility and Telecom sectors and now the company has diversified into Total Business Outsourcing, PC Manufacturing & Technology Components Distribution. Over the years, the company has consistently demonstrated its leadership, growth and excellence in delivering cutting-edge IT solutions that focus on providing enhanced customer value through domain expertise and effective backward integration.

Today, Teledata Informatics Ltd with its subsidiaries, is a global software solutions and services company with operations across 48 countries and 166 locations.

The company has hived off its Marine division to Teledata Marine Solutions Ltd and Technology division to Teledata Technology Solutions Limited with effect from 01.11.2006. Following the approval by the Hon'ble High Court of Madras vide its order dated 12.10.2007, all entities are functioning as separate companies with individual vision and mission.

### **2) Please explain the Demerger proposal of the company?**

In order to unlock additional value for shareholders, the Board of Directors had decided to hive off two of its divisions in the year 2006. From the existing set up, the Board decided to give distinct corporate shape and identity to two of the company's current activities:

- Marine-based undertakings and activities (into a separate marine-based company 'Teledata Marine Solutions Ltd')
- Technology-based undertaking and activities (into a separate technology solution based company 'Teledata Technology Solutions Limited')

The Demerger Petition filed by the Company with the Hon'ble High Court of Madras, Chennai has been heard by the Court and the Hon'ble High Court of Madras, Chennai has sanctioned the Composite Scheme vide its order dt: 12.10.2007.

Accordingly, the Company had fixed 23.11.2007 as the Record date for reckoning the names of shareholders who are entitled to shares in Teledata Marine Solutions Ltd and Teledata Technology Solutions Limited.

Subsequently, Teledata Marine Solutions Ltd and Teledata Technology Solutions Limited have allotted shares to the members of Teledata Informatics Ltd on 4.12.2007.

Teledata Marine Solutions Ltd and Teledata Technology Solutions Limited are in the process of getting listed in BSE and NSE.

**3) How much assets and liabilities are transferred to Teledata Marine Solutions Ltd and Teledata Technology Solutions Limited?**

Transfer of Assets and Liabilities to Teledata Marine Solutions Ltd

<b>PART A</b>	
FIXED ASSETS	41.43 Crores
CURRENT ASSETS	213.64 Crores
INVESTMENTS	14.59 Crores
<b>PART B</b>	
LIABILITIES	56.04
Book value of Assets over liabilities aggregates to Rs 213.62 Crores	

Transfer of Assets and Liabilities to Teledata Technology Solutions Limited

<b>PART A</b>	
FIXED ASSETS	Nil
INVESTMENTS	76.57 Crores
<b>PART B</b>	
LIABILITIES	Nil
Book value of Assets over liabilities aggregates to Rs.76.57 crores	

Balance with Teledata Informatics Ltd

<b>PART A</b>	
FIXED ASSETS	65.45 Crores
CURRENT ASSETS	65.45 Crores
INVESTMENTS	15.23 Crores
<b>PART B</b>	
LIABILITIES	51.49 Crores
Book value of Assets over liabilities aggregates to Rs.203.49 crores	

**4) When did Teledata Informatics Ltd have its initial public offer and what was the listing price?**

The IPO was in the year 2000 for 25,02,200 equity shares at face value of Rs.10 each at a premium of Rs.15 and collected a sum aggregating to Rs.625 lacs. Listed its 1,00,02,200 equity shares with BSE on 11th September 2000 at Rs.26 each.

**5) When was the shares first listed at NSE?**

The company listed its equity shares with National Stock Exchange of India in October 2004.

**6) In which stock exchanges are Teledata Informatics Ltd's shares listed at present?**

The shares of the company are listed on the NSE and BSE. The GDRs were listed at the Luxembourg Stock exchange.

**7) What is the address of Teledata Informatics Ltd's registered office?**

Teledata Informatics Ltd.  
2AB, Gee Gee Emerald  
151, Village Road  
Nungambakkam  
Chennai - 600 034, India.

**8) What is the STPI address of Teledata Informatics Ltd ?**

Teledata Tower  
5<sup>th</sup> floor,  
37/1 Tambaram Main Road,  
Velachery,  
Chennai – 600 042, India.

**9) What are the activities of Teledata Marine Solutions Ltd and Teledata Technology Solutions Limited?**

The Marine division will comprise of marine-based businesses such as:

- Marine Software and Solutions
- Marine e-learning
- Logistics Management and its software solutions
- Ship Owning and Management
- Pollution Compliance Certification
- Terminal Management and LPG Distribution
- KPO\*
- Marine Insurance Services\*
- Seafarers Empowerment\*

\*Under Process

The Technology solutions-based division will comprise of:

- Consulting and Project Implementation in ERP and CRM
- Offshore Development

**10) What is Teledata's vision?**

To position the company as a leading technology solutions provider and be among the top 20 Global IT companies by 2010. To proactively grow and diversify into allied industries with new world efficiencies and create an asset base, thereby offering a stable environment to all the stakeholders.

**11) In what business verticals is Teledata Informatics present?**

Teledata Informatics Ltd provides its expertise in the following business verticals – Software Solutions & Services, Networking & Communication, Total Business Outsourcing and PC Manufacturing & Technology Components Distribution are done through eSys Technologies.

## 12) What are the activities that are provided by the company under each vertical?

### Software Solutions and Services

- **Education**  
Education Software Products and Solutions - (Web Educational Information Manager [School Management System], Training Institute Manager, Monitor)  
Providing end-to-end solutions (hardware, software and network)  
R&D Activity
- **Utilities**  
Software Products and Solutions (Power Plant Manager, Billing Systems, Customer Care)  
R&D Activity
- **Others**  
Kontraktsoft  
Fuel Station Manager/Fuel Logistics  
Platform for Financial Exchange

### Networking & Communication

- VoIP / IP Telephony
- Colocation & Carrier Interconnect
- Data Centre / Disaster Recovery Management
- Networked IT infrastructure
- Wireless Security Application

### Total Business Outsourcing

- Global Logistics / Warehousing
- Transactional Services
- Sales Support/ Extended Sales
- B2B / B2C
- Reverse Logistics/ Warranty
- Technical Helpdesk
- Global ERP

### PC Manufacturing and Technology Components Distribution

- Branded PC Business
- White Box
- Technology Components Distribution

**13) List the subsidiaries under Teledata Informatics Ltd.?**

**Education**

<b>Name of the Subsidiary</b>	<b>Location</b>
Teledata Education Management System Ltd	India
Teledata Education and Research Foundation	India
VEDA	India

**Utilities**

<b>Name of the Subsidiary</b>	<b>Location</b>
PT Teledata Energy Services	Indonesia
PT Netway	Indonesia

**Others**

<b>Name of the Subsidiary</b>	<b>Location</b>
FXA World PLC	UK

**Networking & Communication**

<b>Name of the Subsidiary</b>	<b>Location</b>
i-Max Networks	UK
Voicetec international	UK
Insoft Systems Pte Ltd	Singapore
Kryptos Networks Pvt Ltd	India
Net Eng Tel Co. Ltd	Thailand

**TBO, PC Manufacturing & Technology Components Distribution**

<b>Name of the Subsidiary</b>	<b>Location</b>
eSys Technologies Pte Ltd	Singapore

**14) What is the net worth of Teledata Informatics Ltd as on 31st March 2007 on a consolidated basis?**

The consolidated net worth of Teledata Informatics Ltd as on 31st March 2007 amounted to Rs. 414.29 Crores.

**15) What is the equity share capital of the company?**

The equity capital is Rs. 39.33 Crores i.e. 19.66 Crores equity shares of Rs. 2 each.

**16) What is the promoters' equity?**

The promoter's equity as on date is 25.22%.

**17) Explain Teledata Informatics Ltd's Business Philosophy?**

- Customer satisfaction, relationship and their recommendations to other perspective buyers
- Acquiring excellent domain expertise to analyse the needs of the customers correctly and equip ourselves towards catering to the requirements
- Acquisition of companies to improve the marketability of our solutions

**18) Will you continue acquiring companies? How will you fund these acquisitions?**

Teledata Informatics Ltd will continue to acquire more companies in the years to come. These acquisitions will be funded through internal sources and debt.

**19) What was the rationale behind the acquisitions made by the company?**

- To test and upgrade our software products on real time and ongoing basis
- To acquire performing assets
- To obtain contacts in new markets & emerging markets and enter untapped countries
- To optimize the in house domain knowledge and expertise more
- Promote horizontal and vertical growth in all lines of business

**20) What do you do under R&D activity?**

It is our goal to provide wide range of services to the same client. Hence the R&D activities of the company apart from upgrading the features of the software products are to,

- Understanding and analyzing the business verticals – 360\* approach
- Identifying and providing additional services that the client may require
- Other emerging opportunities in countries where present
- Looking for acquiring companies where synergy can exist

**21) What is the impact of the rupee appreciation on your exports?**

Teledata Informatics Ltd like other companies is affected in its dealings in US\$ or its equivalent. As there is a natural hedge available in our global operations, Teledata Informatics Ltd may not that adversely suffer as may be the case with some of our counterparts in the industry.

**22) What is the future like and where do you see the company go from here?**

Teledata Informatics Ltd is into education which has more than a trillion dollar potential world over. Teledata has already created an impact in the education vertical in India as well as other countries.

The business in other verticals are also very huge and Teledata Informatics Ltd is working rigorously on the R&D to keep pace with the changing technology, the ever increasing demand.

Teledata Informatics Ltd is also in the process of providing IT infrastructure in various applications in India and abroad.