## CRANES SOFTWARE INTERNATIONAL LIMITED

| SI. <br> No. | Particulars | 30th September, 2005 |  |  |  |  |  | Rs. In lakhs except share data |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 3 months ended |  | Consolidated <br> 3 months ended |  | Half Year ended |  | Consolidated |  | Audited |  |
|  |  |  |  | Year ended | $\begin{array}{\|c\|} \hline \text { Consolidated } \\ \hline \text { Year ended } \\ \hline \end{array}$ |  |  |  |  |
|  |  |  |  | Half Year ended |  |  |  |  |  |
|  |  | 30.09.05 | 30.09.04 |  | 30.09.05 | 30.09 .04 | 30.09.05 | 30.09 .04 | 30.09.05 | 30.09 .04 | 31.03.05 | 31.03 .05 |
| 1 | [1] | [2] | [3] | [4] | [5] | [6] | [7] | [8] | [9] | [10] | [11] |
|  | Net Sales/Services |  |  |  |  |  |  |  |  |  |  |
|  | Overseas | 2,937.96 | 1,943.20 | 3,532.87 | 2,867.79 | 6,110.08 | 4,154.08 | 7,407.43 | 5,890.06 | 9,306.90 | 12,419.97 |
|  | Domestic | 1,170.22 | 770.71 | 1,238.07 | 771.58 | 1,951.90 | 1,348.00 | 2,078.39 | 1,351.02 | 3,881.25 | 3,918.48 |
| 2 | Other Income | 125.84 | 259.05 | 215.13 | 400.19 | 125.84 | 259.05 | 215.13 | 502.25 | - | - |
|  | Total Income | 4,234.02 | 2,972.96 | 4,986.07 | 4,039.56 | 8,187.82 | 5,761.13 | 9,700.95 | 7,743.33 | 13,188.15 | 16,338.45 |
| 3 | Total Expenditure <br> a) (Increase)/Decrease in Stock | (290.50) | (345.08) | (302.46) | (345.22) | (30.25) | (438.35) | (34.39) | (440.46) | (377.41) | (335.28) |
|  | b) Material Cost | 909.33 | 1,280.01 | 948.21 | 1,446.15 | 1,334.10 | 2,091.52 | 1,381.16 | 2,418.54 | 3,044.17 | 3,258.81 |
|  | c) Personnel Expenses | 241.14 | 116.43 | 752.54 | 436.54 | 454.09 | 261.68 | 1,408.61 | 915.47 | 517.80 | 1,573.90 |
|  | d) General \& Administration Expenses | 415.83 | 320.05 | 519.51 | 675.49 | 771.92 | 747.82 | 1,033.01 | 1,324.34 | 1,471.61 | 2,558.71 |
| 4 | Interest | 365.24 | 321.78 | 366.00 | 317.57 | 563.04 | 531.17 | 565.78 | 538.21 | 1,079.21 | 1,088.03 |
| 5 | Depreciation | 556.00 | 335.90 | 652.20 | 535.74 | 1,098.93 | 561.87 | 1,323.01 | 824.85 | 1,676.79 | 2,239.23 |
| 6 | Profit Before Tax | 2,036.98 | 943.87 | 2,050.07 | 973.29 | 3,995.99 | 2,005.42 | 4,023.77 | 2,162.38 | 5,775.97 | 5,955.04 |
| 7 | Provision for Tax Including Deferred Tax | 663.64 | 116.42 | 677.66 | 150.52 | 1,336.64 | 307.20 | 1,354.66 | 369.17 | 1,288.27 | 1,352.22 |
| 8 | Provision for Fringe Tax Benefits | 5.11 | - | 6.12 | - | 5.61 | - | 6.74 | - | - | - |
| 9 | Profit After Tax | 1,368.23 | 827.45 | 1,366.29 | 822.77 | 2,653.74 | 1,698.22 | 2,662.37 | 1,793.21 | 4,487.70 | 4,602.82 |
| 10 | Paid up Equity Share Capital of Rs. 10/- |  |  |  |  |  |  |  |  |  |  |
|  | Each | 1,016.68 | 1,016.68 | 1,016.68 | 1,016.68 | 1,016.68 | 1,016.68 | 1,016.68 | 1,016.68 | 1,016.68 | 1,016.68 |
| 11 | Reserves Excluding Revaluation Reserves | - | - | - | - | - | - | - | - | 14,564.02 | 14,676.55 |
| 12 | Basic \& Diluted Earnings Per Share (Rs.) | 13.46 | 8.14 | 13.44 | 8.09 | 26.10 | 16.70 | 26.19 | 17.64 | 44.14 | 45.27 |
| 13 | Aggregate of Non-promoter Shareholding <br> - Number of Shares | 66,47,497 | 66,47,497 |  |  | 66,47,497 | 66,47,497 |  |  | 66,47,497 |  |
|  | - Percentage of Shareholding | 65.38\% | 65.38\% |  |  | 65.38\% | 65.38\% |  |  | 65.38\% |  |

## Segment-wise Revenue, Results \& Capital Employed

| SI. <br> No. | Particulars | Quarter ended |  | Half year ended |  | Year ended |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 30.09.05 | 30.09.04 | 30.09.05 | 30.09.04 | 31.03.2005 |
| 1 | Segment Revenue: |  |  |  |  |  |
|  | a) Product Division | 3,951.86 | 2,512.33 | 7,752.83 | 5,249.24 | 12,691.76 |
|  | b) Training Division | 156.32 | 201.58 | 309.15 | 252.84 | 496.39 |
|  | Total | 4,108.18 | 2,713.91 | 8,061.98 | 5,502.08 | 13,188.15 |
|  | Less: Inter-segment Revenue | - | - |  | - | - |
|  | Net Sales | 4,108.18 | 2,713.91 | 8,061.98 | 5,502.08 | 13,188.15 |
|  | Add: Other Unallocable Income | 125.84 | 259.05 | 125.84 | 259.05 |  |
|  | Total Income | 4,234.02 | 2,972.96 | 8,187.82 | 5,761.13 | 13,188.15 |
| 2 | Segment Results |  |  |  |  |  |
|  | Profit(+)/Loss(-) Before Tax \& Interest from Each Segment |  |  |  |  |  |
|  | a)Product Division | 2,294.59 | 1,140.14 | 4,340.68 | 2,393.27 | 6,623.05 |
|  | b) Training Division | 107.63 | 125.51 | 218.35 | 143.32 | 232.13 |
|  | Total | 2,402.22 | 1,265.65 | 4,559.03 | 2,536.59 | 6,855.18 |
|  | Less: i) Interest | 365.24 | 321.78 | 563.04 | 531.17 | 1,079.21 |
|  | ii) Other Unallocable |  |  |  |  |  |
|  | Expenditure Net Off |  |  |  |  |  |
|  | Unallocable Income |  | - |  | - | - |
|  | Total Profit Before Tax | 2,036.98 | 943.87 | 3,995.99 | 2,005.42 | 5,775.97 |
| 3 | Capital Employed |  |  |  |  |  |
|  | (Segment Assets - Segment Liabilities) |  |  |  |  |  |
|  | a) Product Division | 31,481.86 | 17,387.65 | 31,481.86 | 17,387.65 | 24,905.89 |
|  | b) Training Division | 1,048.28 | 837.51 | 1,048.28 | 837.51 | 984.47 |
|  | Total | 32,530.14 | 18,225.16 | 32,530.14 | 18,225.16 | 25,890.36 |

## Notes:

1. The above results have been approved by the audit committee and taken on record by the Board of Directors at its meeting held on 27 th day of October, 2005
2. The Statutory Auditors have conducted a Limited Review of Accounts for the Aforesaid period
3. The entire Income relates to Income from Software business
4. The segment report is prepared in accordance with the Accounting Standard - 17 "Segment Reporting" issued by the Institute of Chartered Accountants of India.
5. The consolidated results have been prepared in line with the requirements of Accounting Standards - 21 "Consolidated Financial Statements".
6. There were no complaints from investors at the beginning of the quarter, 3 investor complaints were received, of which 1 was resolved during the quarter. The other two have since been resolved.
7. Previous period figures are regrouped/ reclassified wherever necessary. 8. The consolidated results include results of following:

| Name of the Company | \% of holding | Holding Company |
| :--- | :---: | :--- |
| Systat Software Asia Pacific Ltd | $100 \%$ | Cranes Software International Ltd. |
| Systat Software Inc. USA | $100 \%$ | Cranes Software International Ltd. |
| Systat Software UK Ltd. | $100 \%$ | Systat Software Inc. USA |
| Cranes Software International <br> Pte. Ltd., | $100 \%$ | Cranes Software International Ltd. |
| Systat Software GmbH | $100 \%$ | Cranes Software International Ltd. |
| EMRC Engineering Mechanics <br> Research (India) Ltd. | $100 \%$ | Cranes Software International Ltd. |

9. The Board has allotted $12,00,000$ equity shares of Rs. $10 /$ - each at a price of Rs.900/- per share on preferential basis to promoters / strategic investors on 11th October, 2005.
10. At the AGM held on 27th September 2005, the members have approved a stock split of $5: 1$ and a bonus issue of 1:1. The record date for the same has been fixed as 11th November 2005. The potential dilution of EPS on account of these have not been considered in the abovesaid financials.

By Order of the Board
Place: Bangalore
Asif Khader
Managing Director

