

## Letter to the Shareholders

### From the CEO's Desk



Dear Shareholder,

Greetings!

2004-05 was a very significant year for Calsoft in many ways.

Consistent with our growth strategy, we initiated three synergistic acquisitions:

- Team Frontline Pvt. Ltd. (TFL), a Kochi based System Integrator – Calsoft took 51% equity in the company. With over 70 employees and annual sales of about Rs.10 crores, TFL's customer base and market reach in South India would assist Calsoft's Sales and Operations in India.
- WebSpectrum Software Pvt. Ltd. (WSPL), a Bangalore based Technology Company – Calsoft signed an MOU to acquire 100% equity of the company. WSPL's expertise, focus and intellectual property in the Networking & Communications segment is expected to add substantial value to Calsoft's Technology initiatives.
- American HealthNet Inc., a U.S based Healthcare software product company – Calsoft, through its subsidiary CSWL Inc. completed the acquisition of 51% equity of AHN. Founded in 1980, AHN has over 200 customers in North America. In a rapidly growing global healthcare market, AHN's Clarus suite of applications provides an excellent setting for Calsoft to strengthen its Healthcare Practice.

Improving the quality and capability of the delivery mechanism is an ongoing process. Some of the major achievements are:

- Calsoft's successful assessment at SEI- CMMi Level 5. For our customers this would mean lower total cost of ownership.
- Reorganization of delivery teams into three clear focus groups - Commodities Solutions, Enterprise Solutions & Technology solutions – with multiple domain specific Practices underneath each of them.
- Increase in group employee team strength from 261 at start of year to 536 by the year end.

Sales and marketing activities were strengthened by:

- Setting up a full-fledged sales team in Chennai to oversee opportunities in India & Far East.
- Opening an office in Dubai to provide closer attention to Middle East customers.

These initiatives have enabled Calsoft to deliver improved performance. The years ahead present plenty of opportunities and challenges. The learning and rewards of the year are sure to stand us in good stead in our onward journey.

Thank you for your support.

Sincerely,

S. (Sam) Santhosh  
*Managing Director*