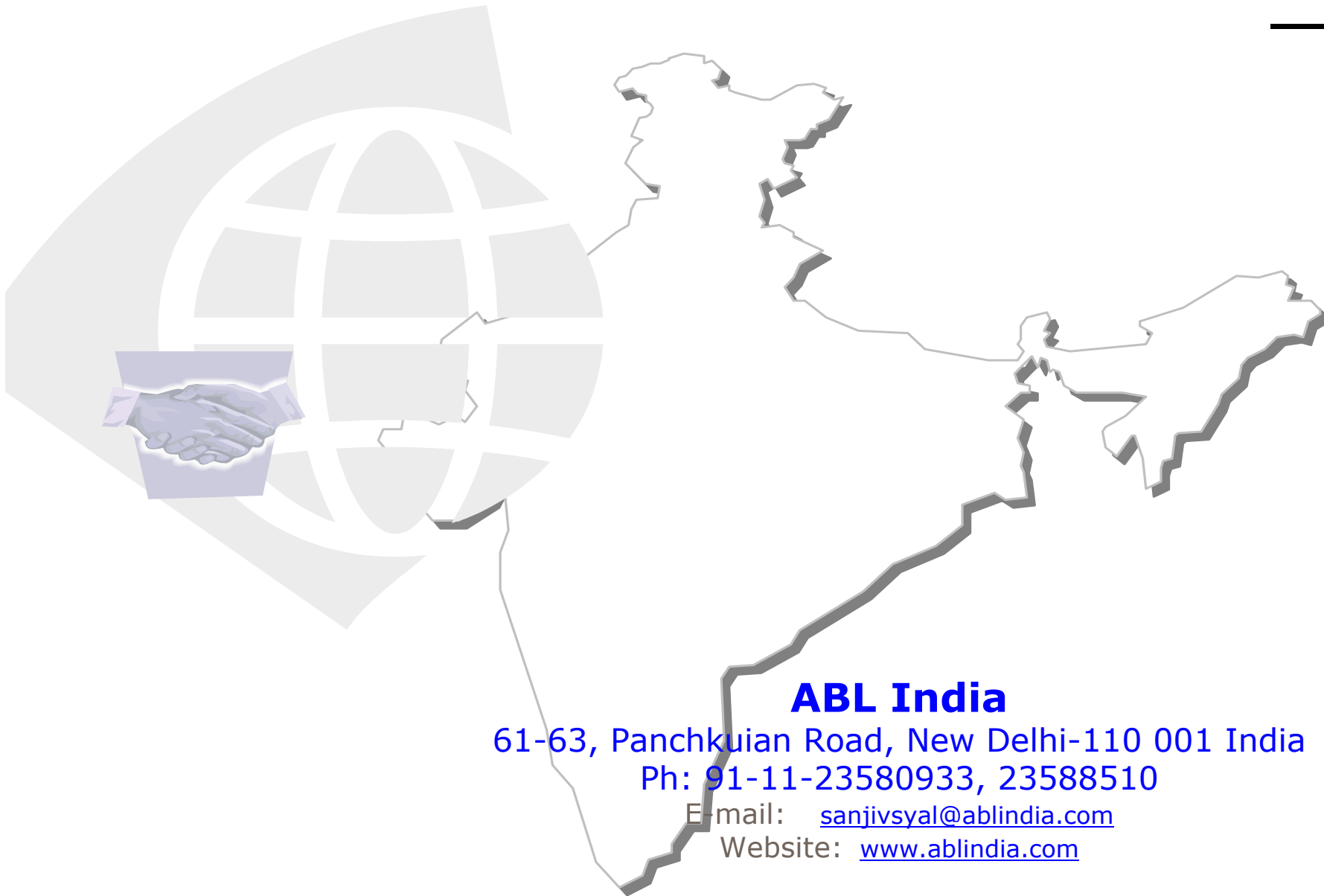


ABL – Outsourcing Solutions - Accounting



ABL India

61-63, Panchkuian Road, New Delhi-110 001 India

Ph: 91-11-23580933, 23588510

E-mail: sanjivsyal@ablindia.com

Website: www.ablindia.com





- ✉ About ABL *Slide 1*
- ✉ The Vision *Slide 2*
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- ✉ Why Offshore to India *Slide 12*
- ✉ A Sample-Report *Slide 13*





- ✉ A multi-dimensional, professional services organisation established in 1998, has vast and varied experience in handling professional and outsourcing services
- ✉ Dedicated staff strength of 35 professionals all minimum graduates led by qualified Chartered Accountants (CPA)
- ✉ An independent outsourcing cell with dedicated resources, specific skill sets, standardization and latest technology
- ✉ The outsourcing cell providing the following services
 - ❑ Individual, corporate and trust tax preparation
 - ❑ Booking keeping and Financial Statement preparation
 - ❑ Payroll services
 - ❑ Internal Audit and Management services
 - ❑ Fixed Asset Management services
 - ❑ Revenue Assurance reconciliation
 - ❑ Credit Card Reconciliation services
 - ❑ Accounts Reconciliations
 - ❑ Vendor Payables
- ✉ Client confidentiality, top priority





“Accounting firms spend significant time, manpower and other expensive resources on providing routine tasks to their clients. These tasks are universally understood and mastered by highly efficient accountants situated offshore. Using the Internet as a platform US accounting firms can create back offices which operate under clearly defined processes, service levels and controls. The strategy to create that virtual office offshore emanates from much lower staff costs, quicker turnaround times and focus on developing higher profit engagements”

As a result it starts a chain reaction that not only adds value in the present but also creates a foundation for even greater value in the future.



Solution Offerings...



- ✉ General accounting, financial and management reporting on widely accepted accounting software such as Intacct, QuickBooks etc.
- ✉ Account Reconciliations
- ✉ Vendor Payable
- ✉ Payroll related services (SAGE payroll and other software);
- ✉ Individual and corporate tax returns ;
- ✉ Company secretarial work (web driven);
- ✉ 401 K plans administration and accounting

Pricing for Services (All inclusive except cost of software)

- ✉ Depends on Complexity of task
 - Simple Data entry type assignment – USD 8 per hr
 - Complex reporting as Lease accounting – USD 12 per hr
- ✉ Long Term Arrangement – Different Solutions Offered





Some of our Customers in India and Worldwide include:

- ✉ **Captive Finance Corporation** - Complete Outsourcing of Financial Accounting using Intacct Platform for 6 global offices with multi-currency consolidation, reporting to Board and Investors and facilitating audit and compliance. Extensive portfolio management and asset tracking.
- ✉ **Gulliver Travels** - Complete payroll processing for 300+ employees.
- ✉ **Escorts India** - Fixed Asset Accounting, Bank, Receivables and Payables Reconciliations.
- ✉ **Coca Cola India** - Distributors Billing, Collections and Account Maintenance, MIS Reporting of Collections.
- ✉ **Morgan Stanley India** - End to End outsourcing of Accounting, MIS to HO.
- ✉ **Hughes Software Systems India** - Accounting of Employee stock option plan.
- ✉ **General Motors India** - Distributors Claims Accounting & Reporting.

Many More ...



Management



Sanjiv Syal (Managing Partner)

Sanjiv is a Chartered Accountant and is presently heading the management team at ABL. His experience spans more than 17 years in consulting and accountancy. Sanjiv manages the Outsourcing and Management Assurance practice of the firm.



Punita Chopra

Punita worked with Ingersoll-Rand Company, Woodcliff Lake, New Jersey U.S.A. for nine years. In her last assignment she was the Associate Treasury Manager, European and Asia Pacific Operations. She qualified as a Chartered Accountant in 1988 and holds the honour of obtaining the highest score among all women candidates in India.



Atul Mathur

Atul is a chartered accountant with 20 years post qualification experience in Finance with more than 8 years extensive exposure to all areas of Business Process Outsourcing. Atul worked with American Express India Ltd. (Financial Centre - East) New Delhi, India from 1995 to end 2002 where he managed teams in excess of 150 and migrated processes from UK and US.



Arun Garg

Arun is Chartered Accountant with diverse experience in accountancy and corporate consulting for over 17 years. His expertise spans corporate, exchange control and taxation laws. Arun is a partner in Arun K. Garg & Associates a firm of Chartered Accountants based at New Delhi.



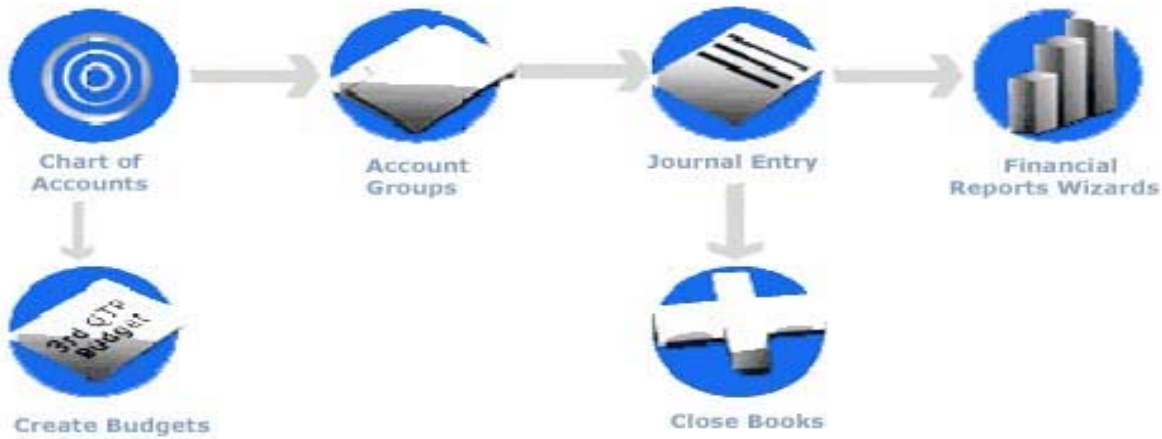
Our Infrastructure



- ✉ **Physical space:** Appropriate space of 5,500 sq. feet in the City Centre with all requisite infrastructure such as datacom links, power supply backup, data recovery mechanism and supporting facilities.
- ✉ **Security:** 24-hour professional security, Multiple password protection and firewalls to prevent unauthorized access to internal network.
- ✉ **Equipment:** Latest generation Intel architecture computers with adequate configurations for a multitude of tasks. The servers are Compaq Proliant powered by Dual P-III Xeon CPU's with high performance ECC RAM and RAID Controller.
It also has an adequate high-speed SCSI drive for efficient backup.
- ✉ **Data Transfer:** FTP servers across the globe connected to a high speed network and an option to increase this capacity as per work demands.
- ✉ **Software:** Most of the widely used software for bookkeeping, accounts preparation, tax return preparation and payroll bought for training purpose.



General Ledger



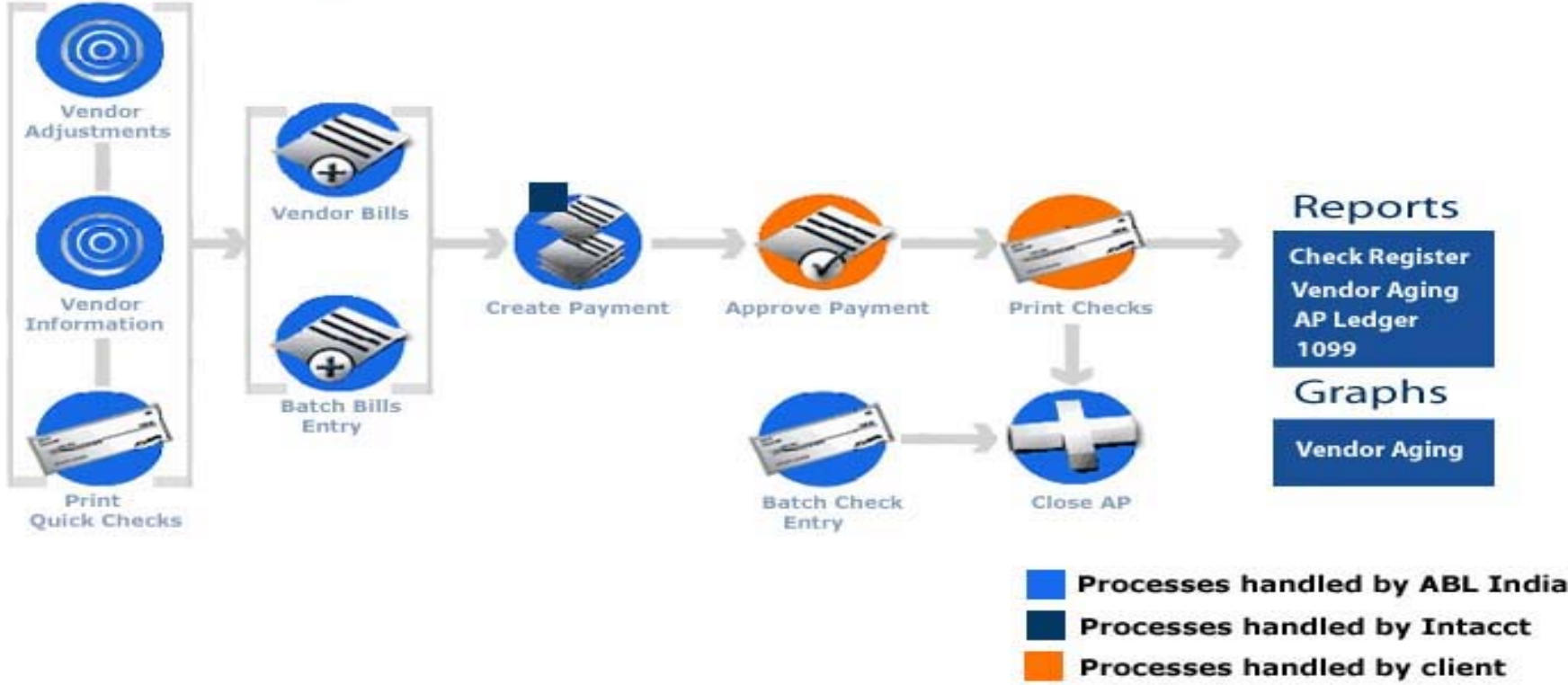
Reports

- Financials
- General Ledger
- Graphs
- Trial Balance
- Journals
- Chart of Accounts

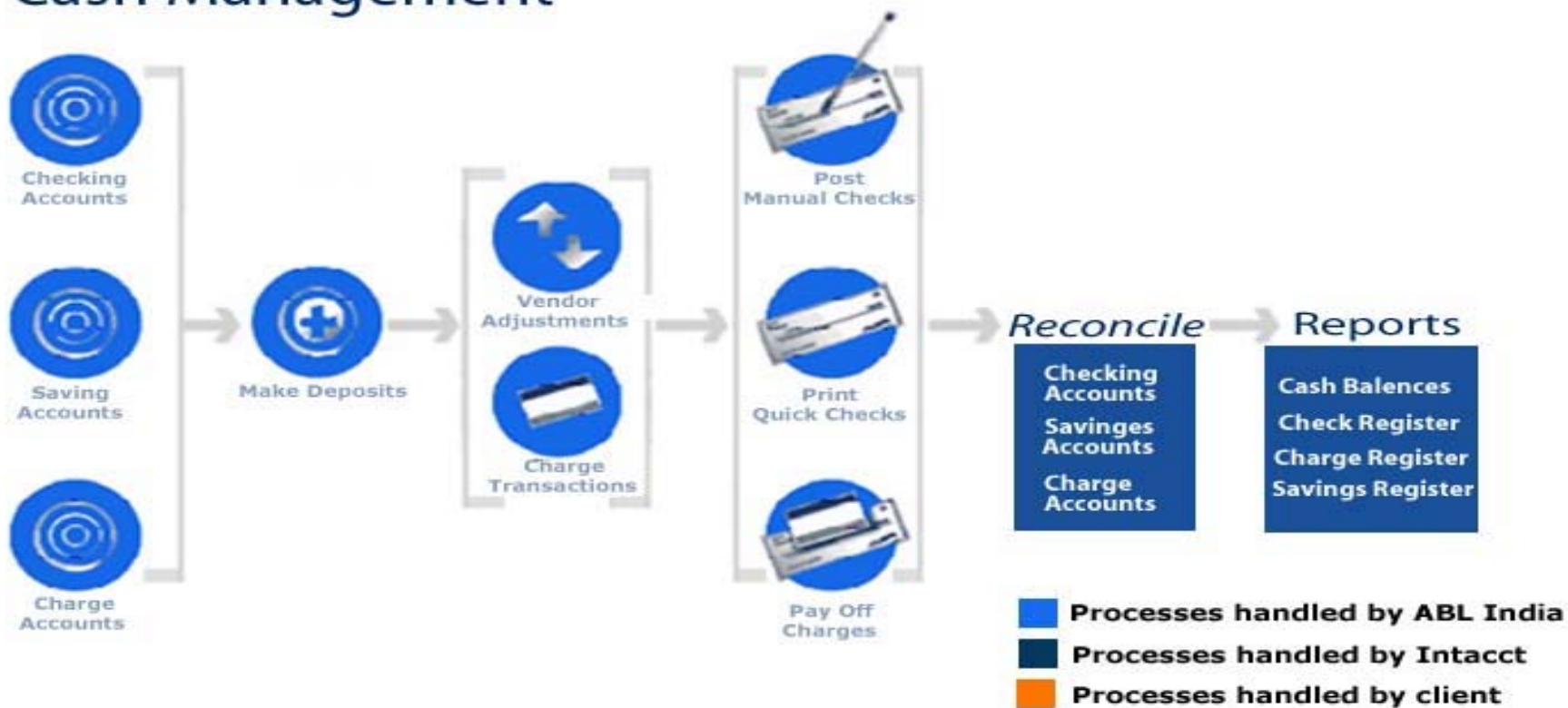
- Processes handled by ABL India
- Processes handled by Intacct
- Processes handled by client



Account Payable



Cash Management



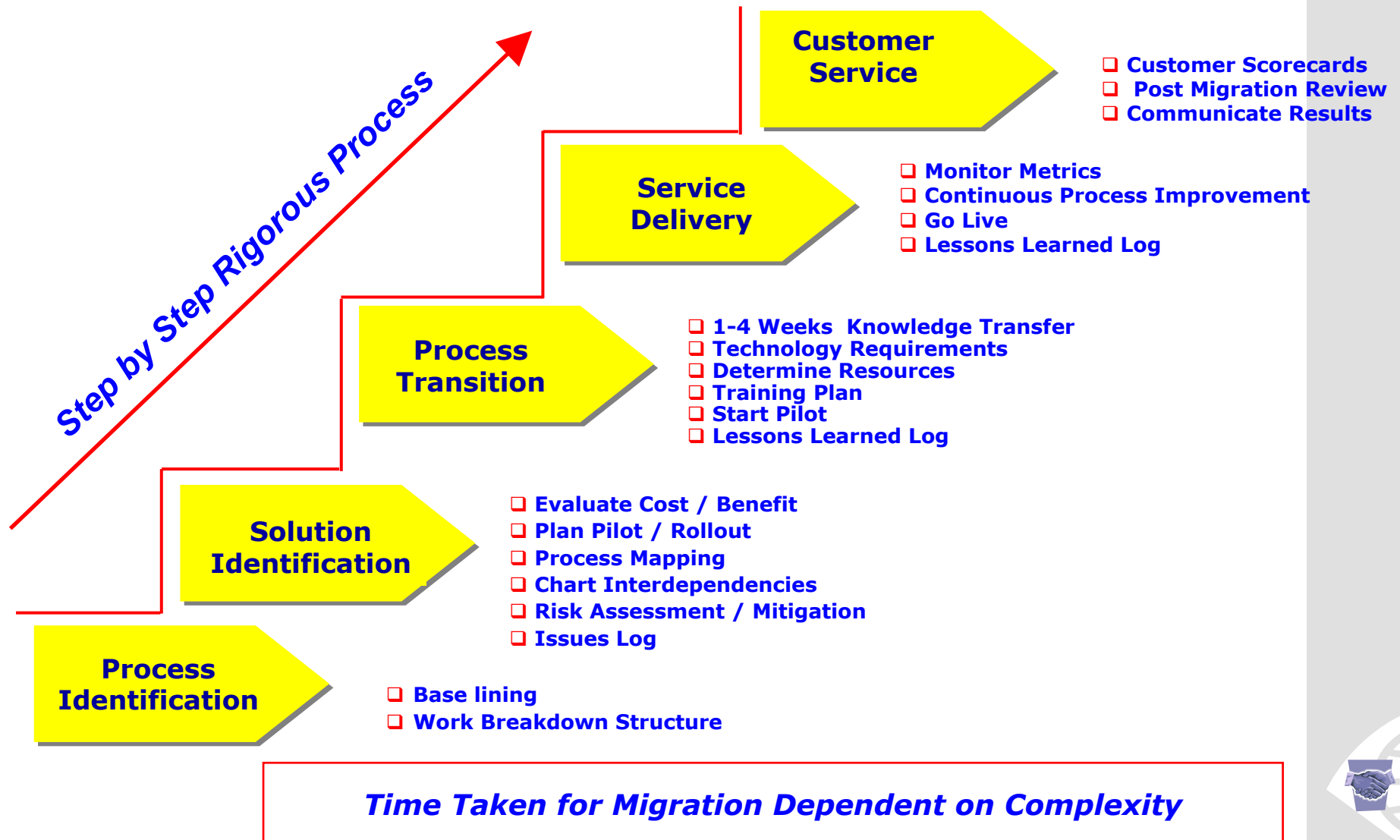
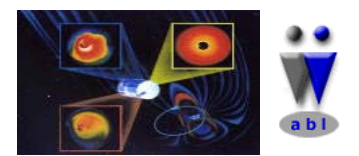
Payroll-CBS



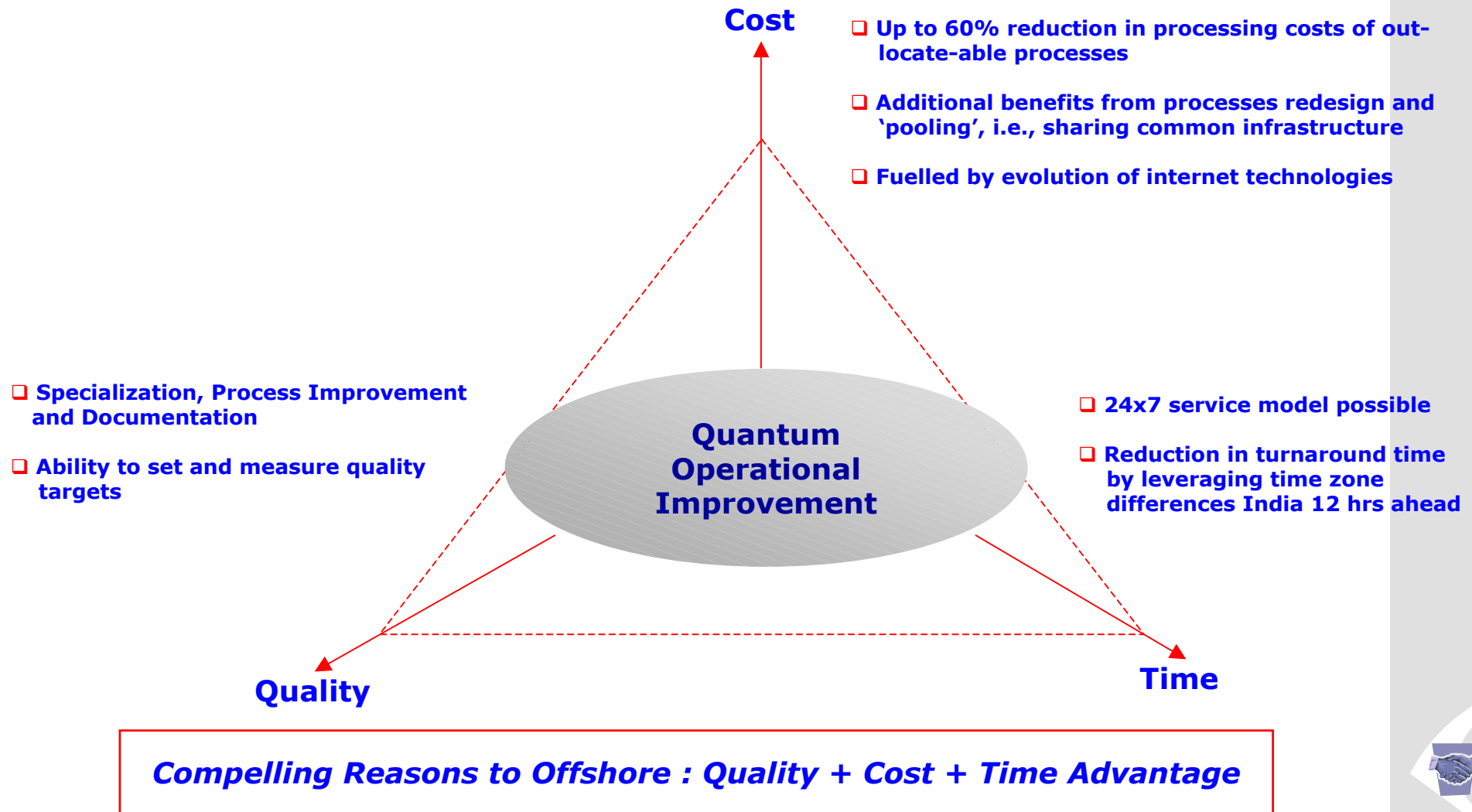
- Processes handled by ABL India
- Processes handled by Intacct
- Processes handled by client



Process Migration Methodology



Why Offshore to, India ?... Extensive Rewards



Sample Report



Financial Statements Highlights	Group Financial Highlights 2001- 31st August 2003																																										
	<i>Income Statements</i>																																										
Group Statements	(Amounts in US Dollars '000)																																										
Profit & Loss	Q3 2003	Q2 2003	Q1 2003	YTD 2003	2002	2001																																					
Balance Sheet	4772	26346	17231	48360	32406	2582																																					
Cash Flow	(4860)	(25819)	(17264)	(47743)	(32554)	(3774)																																					
Regional Statements	(557)	(1452)	(1404)	(3412)	(2705)	(1669)																																					
Profit & Loss	(116)	(175)	(17)	(462)	(255)	(107)																																					
Balance Sheet	(88)	728	(33)	607	(149)	(1192)																																					
Cash Flow	108	34	150	293	438	38																																					
Country wise Statements	97	5	95	198	287	(157)																																					
Hong Kong (Corporate)	(8)	(9)	(107)	(125)	(269)	(112)																																					
Hong Kong	100	26	43	168	169	(75)																																					
Malaysia	12	753	10	775	20	(1268)																																					
Singapore	0	0	0	0	(441)	(66)																																					
USA	12	753	10	775	(421)	(1333)																																					
Sweden	128	928	181	1237	(166)	(1226)																																					
Norway	10017	9862	9051	10017	9021	8616																																					
Reporting Policies	<i>Key Ratios</i>																																										
Auditors Report 2002	Q2 2003	Q2 2003	Q1 2003	YTD 2003	2002	2001																																					
Auditors Report 2001	9,988	9,988	9,988	9,988	7,984	7,657																																					
www.ablindia.com	0.00	0.08	0.00	0.08	(0.05)	(0.17)																																					
	1.00	0.99	0.91	1.00	1.13	0.86																																					
	0.00	0.08	0.00	0.08	(0.05)	(0.20)																																					
	-2%	3%	0%	1%	0%	-46%																																					
	0%	3%	0%	2%	-1%	-52%																																					
	1.25	1.14	1.17	1.25	1.12	1.83																																					
	1.05	0.93	0.95	1.05	1.10	1.38																																					
	<i>Key Performance Indicators</i>																																										
	(Amounts in US Dollars in Million)																																										
	Q3 2003	Q2 2003	Q1 2003	YTD 2003	2002	2001																																					
Portfolio	267	267	279	267	306	0																																					
Head Count	Norway	Norway	Sweden	Malaysia	Singapore	Hong Kong																																					
Head Count	60	40	7	4	2	2																																					
	<table border="1"> <thead> <tr> <th></th> <th>Jan'03</th> <th>Feb'03</th> <th>Mar'03</th> <th>Apr'03</th> <th>May'03</th> <th>Jun'03</th> <th>Jul'03</th> <th>Aug'03</th> </tr> </thead> <tbody> <tr> <td>Income</td> <td>179</td> <td>785</td> <td>1,216</td> <td>530</td> <td>907</td> <td>1564</td> <td>66</td> <td>967</td> </tr> <tr> <td>Expense</td> <td>567</td> <td>851</td> <td>723</td> <td>683</td> <td>803</td> <td>779</td> <td>102</td> <td>933</td> </tr> <tr> <td>Net Profit</td> <td>-388</td> <td>-66</td> <td>493</td> <td>-153</td> <td>104</td> <td>785</td> <td>-36</td> <td>34</td> </tr> </tbody> </table> <p>Monthly Score Card (used in '000)</p>								Jan'03	Feb'03	Mar'03	Apr'03	May'03	Jun'03	Jul'03	Aug'03	Income	179	785	1,216	530	907	1564	66	967	Expense	567	851	723	683	803	779	102	933	Net Profit	-388	-66	493	-153	104	785	-36	34
	Jan'03	Feb'03	Mar'03	Apr'03	May'03	Jun'03	Jul'03	Aug'03																																			
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Net Profit	-388	-66	493	-153	104	785	-36	34																																			
	<table border="1"> <thead> <tr> <th>Lease Portfolio</th> <th>Norway</th> <th>Swed</th> <th>Malay</th> <th>Singa</th> <th>Hong</th> <th>US</th> </tr> </thead> <tbody> <tr> <td>Lease Portfolio</td> <td>204</td> <td>41</td> <td>11</td> <td>4</td> <td>5</td> <td>1</td> </tr> </tbody> </table> <p>Lease Portfolio (used in million)</p>							Lease Portfolio	Norway	Swed	Malay	Singa	Hong	US	Lease Portfolio	204	41	11	4	5	1																						
Lease Portfolio	Norway	Swed	Malay	Singa	Hong	US																																					
Lease Portfolio	204	41	11	4	5	1																																					
	<p>Definitions</p> <ul style="list-style-type: none"> Cash Flows Current Ratio Liquidity Ratio Earning per Share Book Equity per Share Return on Equity Net Operating Margin Net Profit Margin 																																										
	<p>Ordinary Profit (Loss) + Depreciation</p> <p>Current Assets / Current Liabilities</p> <p>Cash and Cash Equivalents / Current Liabilities</p> <p>Ordinary Profit (Loss) / No. of Shares</p> <p>Stockholder's Equity / No. of shares</p> <p>Net Income / Average Shareholder's Equity</p> <p>Operating Profit (Loss) / Operating Revenues</p> <p>Net Profit (Loss) / Operating Revenues</p>																																										

“Out Think, Out Smart, Out Source”

Thank you for your time and hope to explore this great opportunity together...



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