

TERA SOFTWARE LTD.

#8-2-293/82/A/1107, Plot no 1107, Road no 55, Jubilee Hills, Hyderabad-33.

PART I - STATEMENT OF UNAUDITED FINANCIAL RESULTS FOR THE 3RD QUARTER ENDED 31ST DECEMBER 2013								(Rs. In lakhs)
Sl. No.	PARTICULARS	3 Months Ended for the Current Year	Preceding 3 months ended	Corresponding 3 Months Ended in the Previous Year	Year to date figures for current year ended	Year to date figures for previous year ended	Figures for previous year ended	
		31.12.2013	30.09.2013	31.12.2012	31.12.2013	31.12.2012	31.03.2013	
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited	
1	Income from operations							
a.	Net sales/income from operations (Net of excise duty)	2,468.03	1,911.55	3,660.55	6,930.96	10,873.71	13,775.01	
b.	Other operating income	10.21	1.48	5.71	16.26	12.91	566.87	
	<b>Total Income from operations (net)</b>	<b>2,478.24</b>	<b>1,913.03</b>	<b>3,666.26</b>	<b>6,947.22</b>	<b>10,886.62</b>	<b>14,341.88</b>	
2	Expenses							
a.	Purchase of Traded Goods	1,192.62	22.76	1,174.37	1,224.20	3,764.64	4,024.12	
b.	Changes in inventories of finished goods, work-in-progress, and stock-in-trade	(700.75)	(11.44)	-	(715.37)	15.74	(17.18)	
c.	Employee benefit expense	511.18	525.95	364.52	1,483.28	1,036.09	1,589.67	
d.	Depreciation & amortisation expense	240.41	279.31	343.46	796.91	845.13	1,099.31	
e.	Consultancy, Professional & Other Charges	549.06	562.29	1,086.13	2,199.97	3,185.16	4,185.23	
f.	Other Expenses	337.30	285.40	252.09	1,045.04	798.80	1,841.22	
	<b>Total expenses</b>	<b>2,129.82</b>	<b>1,664.27</b>	<b>3,220.57</b>	<b>6,034.03</b>	<b>9,645.56</b>	<b>12,722.37</b>	
3	Profit/(Loss) from Operations before other income, finance costs and Exceptional Items (1-2)	348.42	248.76	445.69	913.19	1,241.06	1,619.51	
4	Other Income	27.66	20.03	12.25	66.13	80.50	201.70	
5	Profit/(Loss) from ordinary activities before finance costs and exceptional Items (3+/-4)	376.08	268.79	457.94	979.32	1,321.56	1,821.21	
6	Finance costs	235.88	256.00	286.97	725.70	834.13	1,184.39	
7	Profit/(Loss) from ordinary activities after finance costs but before exceptional Items (5+/-6)	140.20	12.79	170.97	253.62	487.43	636.82	
8	Exceptional Items	-	-	-	-	-	-	
9	Profit/Loss from Ordinary Activities before Tax (7+/-8)	140.20	12.79	170.97	253.62	487.43	636.82	
10	<b>Tax expense</b>							
	Current Period (MAT)	136.33	16.48	44.35	221.08	90.94	123.41	
	MAT Credit	-	-	(44.35)	-	(90.94)	(78.48)	
	Current Tax Expenses relating to Earlier years	-	-	-	-	-	169.39	
	Deferred	(10.17)	(19.17)	31.52	(70.95)	57.86	46.06	
11	Net Profit/(Loss) from Ordinary Activities after Tax (9+/-10)	14.04	15.48	139.45	103.49	429.57	376.44	
12	Extraordinary Item (net of tax expenses)	-	-	-	-	-	20.00	
13	<b>Net Profit/Loss for the period (11+/-12)</b>	<b>14.04</b>	<b>15.48</b>	<b>139.45</b>	<b>103.49</b>	<b>429.57</b>	<b>356.44</b>	
14	Paid up equity share capital (Face value of the share shall be indicated) Rs 10/- each	1,251.19	1,251.19	1,251.19	1,251.19	1,251.19	1,251.19	
15	Reserves excluding Revaluation reserve as per balance sheet of previous accounting year	-	-	-	-	-	6,975.96	
16	Earning Per share (EPS)							
	a) Basic and diluted EPS before Extraordinary items for the period, for the year to date and for the previous year (not to be annualised)	0.11	0.12	1.11	0.83	3.43	2.85	
	b) Basic and diluted EPS after Extraordinary items for the period, for the year to date and for the previous year (not to be annualised)	0.11	0.12	1.11	0.83	3.43	2.85	

PART II - SELECT INFORMATION FOR THE QUARTER ENDED 31ST DECEMBER 2013

A PARTICULARS OF SHAREHOLDING							
17	Public shareholding						
	- Number of shares	6,725,691	6,725,691	7,054,875	6,725,691	7,054,875	6,849,575
	- Percentage of shareholding	53.75	53.75	56.39	53.75	56.39	54.74
18	a. Promoter and Promoter Group Shareholding						
	Pledged/Encumbered						
	- Number of Shares	623,700	623,700	1,458,700	623,700	1,458,700	623,700
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	10.78	10.78	26.73	10.78	26.73	11.01

	- Percentage of shares (as a % of the total share capital of the company)	4.99	4.99	11.66	4.99	11.65	4.99
b.	Non-encumbered						
	- Number of Shares	5,162,484	5,162,484	3,998,341	5,162,484	6,998,341	5,038,600
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	89.22	89.22	73.27	89.22	73.27	88.99
	- Percentage of shares (as a % of the total share capital of the company)	41.26	41.26	31.95	41.26	31.96	40.27

**SEGMENT WISE REVENUE, RESULTS AND CAPITAL EMPLOYED**

Sl. No.	PARTICULARS	3 Months Ended for the Current Year	Preceding 3 months ended	Corresponding 3 Months Ended in the Previous Year	Year to date figures for current year ended	Year to date figures for previous year ended	Figures for previous year ended
		31.12.2013 Unaudited	30.09.2013 Unaudited	31.12.2012 Unaudited	31.12.2013 Unaudited	31.12.2012 Unaudited	31.03.2013 Audited
1	Segment Revenue						
a.	Integrated Solutions Division	662.30	11.97	1,178.34	681.20	3,801.04	4,070.80
b.	Technical Division	407.37	452.25	325.98	1,196.55	963.15	1,186.91
c.	Projects Division	1,408.57	1,448.81	2,161.94	5,069.47	6,122.43	9,084.16
d.	Others	-	-	-	-	-	-
e.	Unallocated	16.68	3.71	12.15	22.81	80.50	126.64
	Net sales/Income from operations	2,494.92	1,916.74	3,678.41	6,970.03	10,967.12	14,468.51
2	Segment Results [Profit / (Loss) before Tax and interest from each Segment]						
a.	Integrated Solutions Division	160.47	(1.56)	1.74	159.82	13.60	56.56
b.	Technical Division	44.84	53.53	61.01	121.77	157.94	129.39
c.	Projects Division	339.55	451.54	540.97	1,300.48	1,552.89	2,208.41
d.	Others	(0.03)	(0.03)	(0.03)	(0.10)	(0.10)	(0.13)
	Total	544.83	503.48	603.69	1,581.97	1,724.33	2,394.23
	Less: i) Interest	235.88	256.00	286.97	725.70	834.13	1,184.39
	ii) Un-allocable expenditure net off	168.75	234.69	145.75	602.65	402.77	593.02
	Un-allocable income						
3	Total Profit/(Loss) Before Tax	140.20	12.79	170.97	253.62	487.43	616.82
4	Capital employed						
	(Segment assets - Segment Liabilities)						
a.	Integrated Solutions Division	889.50	331.77	1,411.59	889.50	1,411.59	1,477.96
b.	Technical Division	1,280.47	1,636.91	1,360.20	1,280.47	1,360.20	1,770.27
c.	Projects Division	10,796.91	10,952.19	11,614.05	10,796.91	11,614.05	10,261.71
d.	Others	0.43	0.46	0.56	0.43	0.56	0.53
e.	Unallocable	1,682.16	2,270.72	1,785.10	1,682.16	1,785.10	2,094.35
	Total	14,649.47	15,192.05	16,171.50	14,649.47	16,171.50	15,604.82

Particulars	3 months ended (31-12-2013)
<b>B. INVESTOR COMPLAINTS</b>	
Pending at the beginning of the quarter	Nil
Received during the quarter	16
Disposed of during the quarter	16
Remaining unresolved at the end of the quarter	Nil

Notes:

- The above results were reviewed by the audit committee and taken on record by the Board of Directors at its Meeting held on 11th February 2014, subjected to limited audit review by the statutory auditors.
- Previous period /year figures have been regrouped/reclassified wherever necessary.
- Assessment orders were passed by the AP Sales Tax authorities during the quarter relating to the period FY 2008-09 to FY 2011-12 demanding an amount of Rs 62.16 Lacs, against which company had made an appeal before the appellate Dy. Commissioner (CT)

for and on behalf of the Board

Place: Hyderabad  
Date : 11-02-2014

(T.GopiChand)  
V.C.& Managing Director