

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 4TH QUARTER and YEAR ENDED 31ST MARCH 2014 (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 preious year ended
		31.03.2014 Audited	31.12.2013 Unaudited	31.03.2013 Audited	31.03.2014 Audited	31.03.2013 Audited
1	Income from operations					
	a. Net sales/income from operations (Net of excise duty)	2,905.33	2,468.03	2,901.30	9,836.29	13,775.01
	b. Other operating income	303.68	10.21	553.95	319.94	566.87
	Total Income from operations (net)	3,209.01	2,478.24	3,455.25	10,156.23	14,341.88
2	Expenses					
	a. Purchase of Traded Goods	926.18	1,192.62	259.48	2,150.38	4,024.12
	b. Changes in inventories of finished goods, work-in-progress, and stock-in-trade	217.42	(700.75)	(32.92)	(497.95)	(17.18)
	c. Employee benefit expense	392.13	511.18	553.58	1,875.41	1,589.67
	d. Depreciation & amortisation expense	205.56	240.41	254.18	1,002.47	1,099.31
	e. Consultancy, Professional & Other Charges	329.55	549.06	1,000.07	2,529.52	4,185.23
	f. Other Expenses	789.59	337.30	1,042.42	1,834.63	1,841.22
	Total expenses	2,860.43	2,129.82	3,076.81	8,894.46	12,722.37
3	Profit/(Loss) from Operations before other income, finance costs and Exceptional Items (1-2)	348.58	348.42	378.44	1,261.77	1,619.51
4	Other Income	56.47	27.66	121.20	122.60	201.70
5	Profit/(Loss) from ordinary activities before finance costs and exceptional Items (3+/-4)	405.05	376.08	499.64	1,384.37	1,821.21
6	Finance costs	232.23	235.88	350.26	957.93	1,184.39
7	Profit/(Loss) from ordinary activities after finance costs but before exceptional Items (5+/-6)	172.82	140.20	149.38	426.44	636.82
8	Exceptional Items	-	-	-	-	-
9	Profit/Loss from Ordinary Activities before Tax (7+/-8)	172.82	140.20	149.38	426.44	636.82
10	Tax expense					
	Current Period (Tax / MAT)	147.94	136.33	32.47	369.02	123.41
	MAT Credit	-	-	12.46	-	(78.48)
	Current Tax Expenses relating to Earlier years	-	-	169.39	-	169.39
	Deferred	(73.96)	(10.17)	(11.80)	(144.91)	46.06
11	Net Profit/(Loss) from Ordinary Activities after Tax (9+/-10)	98.84	14.04	(53.14)	202.33	376.44
12	Extraordinary Item (net of tax expenses)	-	-	20.00	-	20.00
13	Net Profit/Loss for the period (11+/-12)	98.84	14.04	(73.14)	202.33	356.44
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
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)	0.79	0.11	(0.58)	1.62	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)	0.79	0.11	(0.58)	1.62	2.85

**PART II - SELECT INFORMATION FOR THE QUARTER and YEAR ENDED 31ST MARCH 2014**

A PARTICULARS OF SHAREHOLDING						
17		Public shareholding				
		- Number of shares	6,687,691	6,725,691	6,849,575	6,687,691
		- Percentage of shareholding	53.45	53.75	54.74	53.45
18	a.	Promoter and Promoter Group Shareholding				
		Pledged/Encumbered				
		- Number of Shares	623,700	623,700	623,700	623,700
		- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	10.71	10.78	11.01	10.71
		- Percentage of shares (as a % of the total share capital of the company)	4.99	4.99	4.99	4.99
	b.	Non-encumbered				
		- Number of Shares	5,200,484	5,162,484	5,038,600	5,200,484
		- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	89.29	89.22	88.99	89.29
		- Percentage of shares (as a % of the total share capital of the company)	41.56	41.26	40.27	41.56

**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
		31.03.2014 Audited	31.12.2013 Unaudited	31.03.2013 Audited	31.03.2014 Audited	31.03.2013 Audited
1	Segment Revenue					
	a. Integrated Solutions Division	1,211.31	662.30	269.76	1,892.51	4,070.80
	b. Technical Division	348.71	407.37	223.76	1,545.26	1,186.91
	c. Projects Division	1,648.99	1,408.57	2,961.73	6,718.46	9,084.16
	d. Others	-	-	-	-	-
	e. Unallocated	44.98	16.68	46.14	67.79	126.64
	Net sales/Income from operations	3,253.99	2,494.92	3,501.39	10,224.02	14,468.51
2	Segment Results [Profit / (Loss) before Tax and interest from each Segment]					
	a. Integrated Solutions Division	9.75	160.47	42.96	169.57	56.56
	b. Technical Division	18.36	44.84	(28.55)	140.13	129.39
	c. Projects Division	375.87	339.55	655.52	1,676.35	2,208.41
	d. Others	(0.03)	(0.03)	(0.03)	(0.13)	(0.13)
	Total	403.95	544.83	669.90	1,985.92	2,394.23
	Less: i) Interest	232.23	235.88	350.26	957.93	1,184.39
	ii) Un-allocable expenditure net off	(1.10)	168.75	190.25	601.55	593.02
	Un-allocable income					
3	Total Profit/(Loss) Before Tax	172.82	140.20	129.39	426.44	616.82
4	Capital employed					
	(Segment assets - Segment Liabilities)					
	a. Integrated Solutions Division	167.55	889.50	1,477.96	167.55	1,477.96
	b. Technical Division	1,149.54	1,280.47	1,770.27	1,149.54	1,770.27
	c. Projects Division	9,638.43	10,796.91	10,261.71	9,638.43	10,261.71
	d. Others	0.40	0.43	0.53	0.40	0.53
	e. Unallocable	2,295.87	1,682.16	2,094.35	2,295.87	2,094.35
	Total	13,251.79	14,649.47	15,604.82	13,251.79	15,604.82

Particulars	3 months ended (31-03-2014)
<b>B. INVESTOR COMPLAINTS</b>	
Pending at the beginning of the quarter	Nil
Received during the quarter	5
Disposed of during the quarter	5
Remaining unresolved at the end of the quarter	Nil

## STATEMENT OF ASSETS AND LIABILITIES

	Particulars	Audited	
		As at 31 March 2014	As at 31 March 2013
<b>Equity and Liabilities</b>			
(1)	Shareholders' funds		
	(a) Share capital	1,251.19	1,251.19
	(b) Reserves and surplus	7,061.17	6,975.94
		8,312.36	8,227.13
(2)	Non-current liabilities		
	(a) Long-term borrowings	226.79	866.97
	(b) Deferred tax liabilities (Net)	390.28	535.19
	(c) Other Long term liabilities	1,090.77	1,012.46
	(d) Long-term provisions	10.65	31.65
		1,718.49	2,446.27
(3)	Current liabilities		
	(a) Short-term borrowings	3,584.21	4,400.80
	(b) Trade payables	2,711.24	5,477.64
	(c) Other current liabilities	1,633.66	2,197.64
	(d) Short-term provisions	555.98	521.84
		8,485.09	12,597.92
	<b>Total</b>	<b>18,515.94</b>	<b>23,271.32</b>
<b>Assets</b>			
(1)	Non-current assets		
	(a) Fixed assets		
	(i) Tangible assets	3,536.05	4,723.38
	(iii) Capital work-in-progress	750.43	699.48
		4,286.48	5,422.86
	(b) Long-term loans and advances	547.34	630.14
	(c) Other non-current assets	84.03	16.99
		4,917.85	6,069.99
(2)	Current assets		
	(b) Inventories	604.71	170.03
	(c) Trade receivables	11,519.00	15,219.61
	(d) Cash and cash equivalents	741.23	1,191.39
	(e) Short-term loans and advances	667.59	497.40
	(f) Other current assets	65.56	122.90
		13,598.09	17,201.33
	<b>Total</b>	<b>18,515.94</b>	<b>23,271.32</b>

## Notes:

- The above results have been reviewed by the audit committee Meeting held on 29th May 2014 and approved by the Board of Directors of the Company at its meeting held on 30th May 2014.
- The Board of Directors recommended a Dividend of 8% ( Rs 0.80) per equity share of Rs 10/- each for the Year 2013-14
- The figures for the quarter ended 31st March are the balancing figures between audited figures in respect of the full financial year and published year to date figures upto third quarter of the current financial year.
- Previous period /year figures have been regrouped/reclassified wherever necessary.

for and on behalf of the Board

Place: Hyderabad  
Date : 30 May 2014

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