



## Press Release

**Tera Software Limited**

**March 6, 2023**

### Ratings

Facilities	Amount (Rs. crore)	Ratings	Rating Action	Complexity Indicator
Long Term Fund Based Facilities – Cash Credit	43.00	IVR BB/ Negative; Issuer Not Cooperating* (IVR Double B with Negative Outlook; Issuer Not Cooperating*)	Revised from IVR BB+/Stable (IVR Double B Plus with Stable outlook) and moved at ISSUER NOT COOPERATING category	Simple
Long Term Non-Fund Based Facilities – Bank Guarantee	78.00	IVR BB/ Negative; Issuer Not Cooperating* (IVR Double B with Negative Outlook; Issuer Not Cooperating*)	Revised from IVR BB+/Stable (IVR Double B Plus with Stable outlook) and moved at ISSUER NOT COOPERATING category	Simple
Proposed Long Term Non- Fund Based Facilities – Bank Guarantee	5.00	IVR BB/ Negative; Issuer Not Cooperating* (IVR Double B with Negative Outlook; Issuer Not Cooperating*)	Revised from IVR BB+/Stable (IVR Double B Plus with Stable outlook) and moved at ISSUER NOT COOPERATING category	Simple
<b>Total</b>	<b>126.00 (Rupees One Hundred and Twenty Six crore only)</b>			

*\*Issuer did not cooperate; based on best available information*

**Details of Facilities are in Annexure 1**

### Detailed Rationale

The revision in the ratings assigned to the bank facilities of Tera Software Limited (TSL) reflects lack of adequate information available and the uncertainty around its credit risk. Infomerics assesses whether the information available about the entity is commensurate with its rating and reviews the same as per its policy.



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The lenders, investors and other market participants are thus advised to exercise appropriate caution while using this rating as this rating may not adequately reflect the credit risk profile of the entity.

### **Non-cooperation by Issuer**

Infomerics has been regularly following up with the company to provide the required data to monitor its assigned rating to the bank facilities, vide email communications dated December 6, 2022, January 10, 2023, January 17, 2023, January 30, 2023, February 6, 2023, February 13, 2023, February 17, 2023, February 20, 2023 and February 22, 2023, and concurrently over several phone calls. However, despite the repeated requests by Infomerics, the company's management has not submitted the requested information for monitoring the ratings.

Availability of information is very critical in the rating exercise. In the absence of the requisite information, in consonance with SEBI guidelines, Infomerics has to review the rating based on the best available information. Accordingly, the ratings for the bank facilities of TSL aggregating Rs.126.00 crore has been moved to the 'ISSUER NOT COOPERATING' category by Infomerics.

**Analytical Approach:** Standalone

### **Applicable Criteria:**

[Guidelines on what constitutes Non-Cooperation by Clients](#)

[Policy of default recognition](#)

[Criteria of assigning Rating Outlook](#)

[Rating Methodology for Service Sector](#)

[Financial Ratios & Interpretation \(Non-Financial Sector\)](#)

### **About the company**

TSL was founded in year 1994 by Mr. Gopichand Tummala. The company is into e-governance - developing and implementing technological solutions for different government bodies in India. Around ~ 96% of business comes from government bodies whereas private projects constitute the remaining part of its revenue. Having its headquarters at Hyderabad,



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currently TSL has its operations in around 22 Indian states. It went public in the year 2000. TSL provides services in e-governance and development of enterprise information system for sales tax, public distribution system, registrations, education, road transports, UIDAI (Aadhar) & NPR (National Population Register) etc. It is ISO 9001:2015, ISO 20000-1:2011 and ISO 27001:2013 certified for its processes across the organization.

### Financials (Standalone):

(Rs. crore)		
For the year ended / As On*	31-03-2021 (Audited)	31-03-2022 (Audited)
Total Operating Income	160.72	127.14
EBITDA	7.44	7.55
PAT	0.84	-1.30
Total Debt	54.61	60.54
Tangible Net worth	105.32	104.04
<b>Ratios</b>		
EBITDA Margin (%)	4.63	5.94
PAT Margin (%)	0.51	-1.00
Overall Gearing Ratio (x)	0.52	0.58

\*Classification as per Infomerics' standards

### Status of non-cooperation with previous CRA:

India Ratings and Research continued to maintain the ratings assigned to TSL's bank facilities in the 'Issuer Not Cooperating' category vide Press Release dated August 24, 2022 due to non-submission of information by the company.

Any other information: Nil

### Rating History for last three years:

Sr. No.	Name of Facilities	Current Ratings (Year 2022-23)			Rating History for the past 3 years		
		Type	Amount outstanding (Rs. crore)	Rating	Date(s) & Rating(s) assigned in 2021-22 (January 28, 2022)	Date(s) & Rating(s) assigned in 2020-21 (October 29, 2020)	Date(s) & Rating(s) assigned in 2019-20 (August 22, 2019)
1.	Cash Credit	Long Term	43.00	IVR BB/ Negative; Issuer Not Cooperating*	IVR BB+/ Stable	IVR BBB-/ Stable	IVR BBB-/ Stable



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2.	Bank Guarantee	Long Term	78.00	IVR BB/ Negative; Issuer Not Cooperating*	IVR BB+/ Stable	IVR BBB-/ Stable	IVR BBB-/ Stable
3	Working Capital Demand Loan/ Working capital (under COVID-19)	Long Term	-	-	-	IVR BBB-/ Stable	IVR BBB-/ Stable
4.	Proposed Bank Guarantee	Long Term	5.00	IVR BB/ Negative; Issuer Not Cooperating*	IVR BB+/ Stable	IVR BBB-/ Stable	IVR BBB-/ Stable

\*Issuer did not cooperate; based on best available information

### Name and Contact Details of the Rating Analyst:

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### About Infomerics:

Infomerics Valuation and Rating Private Limited (Infomerics) was founded in the year 1986 by a team of highly experienced and knowledgeable finance professionals. Subsequently, after obtaining Securities Exchange Board of India registration and RBI accreditation and the activities of the company are extended to External Credit Assessment Institution (ECAI).

Adhering to best International Practices and maintaining high degree of ethics, the team of knowledgeable analytical professionals deliver credible evaluation of rating.

Infomerics evaluates wide range of debt instruments which helps corporates open horizons to raise capital and provides investors enlightened investment opportunities. The transparent, robust and credible rating has gained the confidence of Investors and Banks.



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Infomerics has a pan India presence with Head Office in Delhi, branches in major cities and representatives in several locations.

For more information visit [www.infomerics.com](http://www.infomerics.com)

**Disclaimer:** Infomerics ratings are based on information provided by the issuer on an 'as is where is' basis. Infomerics credit ratings are an opinion on the credit risk of the issue / issuer and not a recommendation to buy, hold or sell securities. Infomerics reserves the right to change or withdraw the credit ratings at any point in time. Infomerics ratings are opinions on financial statements based on information provided by the management and information obtained from sources believed by it to be accurate and reliable. The credit quality ratings are not recommendations to sanction, renew, disburse or recall the concerned bank facilities or to buy, sell or hold any security. We, however, do not guarantee the accuracy, adequacy or completeness of any information, which we accepted and presumed to be free from misstatement, whether due to error or fraud. We are not responsible for any errors or omissions or for the results obtained from the use of such information. Most entities whose bank facilities/instruments are rated by us have paid a credit rating fee, based on the amount and type of bank facilities/instruments. In case of partnership/proprietary concerns/Association of Persons (AOPs), the rating assigned by Infomerics is based on the capital deployed by the partners/proprietor/ AOPs and the financial strength of the firm at present. The rating may undergo change in case of withdrawal of capital or the unsecured loans brought in by the partners/proprietor/ AOPs in addition to the financial performance and other relevant factors.

### Annexure 1: Details of Facilities

Name of Facility	Date of Issuance	Coupon Rate/ IRR	Maturity Date	Size of Facility (Rs. crore)	Rating Assigned/ Outlook
Cash Credit	-	-	-	43.00	IVR BB/ Negative; Issuer Not Cooperating*
Bank Guarantee	-	-	-	78.00	IVR BB/ Negative; Issuer Not Cooperating*
Proposed Bank Guarantee	-	-	-	5.00	IVR BB/ Negative; Issuer Not Cooperating*

*\*Issuer did not cooperate; based on best available information*

**Annexure 2: List of companies considered for consolidated analysis:** Not Applicable

**Annexure 3: Facility wise lender details:** Not available

**Annexure 4: Detailed explanation of covenants of the rated instrument/facilities:** Not Applicable

**Note on complexity levels of the rated instrument:** Infomerics has classified instruments rated by it on the basis of complexity and a note thereon is available at [www.infomerics.com](http://www.infomerics.com).