



Encore Software

**ENCORE SOFTWARE LIMITED**

Regd. Office: VI Floor, Leo Complex, 44 & 45 Residency Cross Road, Bangalore 560 025

<b>Audited Financial Results for the year ended March 31, 2003</b>				
(Rs. in Millions)				
	Quarter Ended 31.03.2003 <b>1</b>	Quarter Ended 31.03.2002 <b>2</b>	Year Ended 31.03.2003 <b>3</b>	Year Ended 31.03.2002 (Audited) <b>4</b>
1. Income from Operations	19.81	2.21	70.85	16.87
2. Other Income	1.43	0.38	1.90	1.40
<b>Total Income</b>	<b>21.24</b>	<b>2.59</b>	<b>72.75</b>	<b>18.27</b>
3. Total Expenditure:				
a) Consumption of raw materials	1.80	0.92	8.25	2.31
b) Staff Cost	5.70	4.47	19.38	29.01
c) Other Expenditure	7.23	17.49	36.50	32.30
4. Interest	0.12	0.29	0.41	0.69
5. Depreciation	1.57	1.47	5.68	5.98
6. Profit/(Loss) before tax	4.82	(22.05)	2.53	(52.02)
7. Provision for taxation	0.57	0.00	0.57	0.00
8. Deferred Tax	(0.53)	(1.87)	(1.03)	(1.87)
9. Prior year expenses/(income)	(0.06)	0.25	(0.06)	0.21
10. Net Profit/(Loss)	4.84	(20.43)	3.05	(50.36)
11. Paid up Equity share capital (of Rs. 10/- each)	64.72	64.72	64.72	64.72
12. Reserves excluding revaluation reserves	-	-	45.10	42.05
13. EPS (Rs.)	0.75	(3.16)	0.47	(7.78)
14. Aggregate of Non-Promoter share holding				
- Number of shares	3,537,380	-	3,537,380	3,537,380
- % of share holding	54.66	-	54.66	54.66
<b>Primary Segment</b>				
<b>1. Segment Revenue</b>				
a. Software Sales (including IP rights & Royalty)	4.02	2.99	32.18	7.69
b. Product sales	1.78	(0.78)	4.17	0.32
c. Development & Consultancy services	14.01	0.00	34.51	8.86
<b>Income from Operations</b>	<b>19.81</b>	<b>2.21</b>	<b>70.85</b>	<b>16.87</b>
<b>2. Segment Result</b>				
a. Software Sales (including IP rights & Royalty)	(0.11)	0.52	13.28	(13.82)
b. Product sales	(2.49)	(3.33)	(10.88)	(7.68)
c. Development & Consultancy services	13.43	(0.17)	19.71	4.96
Less: i) Interest	0.12	0.29	0.41	0.69
ii) Other un-allocable expenditure, net of un-allocable income	5.89	18.78	19.17	34.79
<b>Total Profit/(Loss) Before Tax</b>	<b>4.82</b>	<b>(22.05)</b>	<b>2.53</b>	<b>(52.02)</b>
<b>3. Secondary Segment-wise Revenue (Location of Customer)</b>				
a. USA	3.68	-	9.81	7.88
b. Asia, Far East & Middle East	(0.25)	-	26.41	-
c. Europe	0.04	1.78	1.94	4.26
d. Domestic	16.34	0.43	32.69	4.73
<b>Total</b>	<b>19.81</b>	<b>2.21</b>	<b>70.85</b>	<b>16.87</b>

**NOTES:**

- The above audited results have been approved by the Board of Directors at their meeting held on May 2, 2003.
- Segmental capital employed: Fixed assets used in the Company's business or liabilities contracted have not been identified to any of the reportable segments, as the Fixed assets and services are used interchangeably between segments.

By Order of the Board

May 02, 2003  
Bangalore

Vinay L Deshpande  
Chairman & CEO