



# TERA SOFTWARE LIMITED

Regd. Office: # 8-3-1113/2B, Kesavanagar, Srinagar Colony, Hyderabad - 73

Tera Software Limited (BSE Code:590020) a leading provider of E-Governance services in the domestic Indian market is pleased to report a strong performance for the 2nd quarter ended September 2011.

## UN AUDITED FINANCIAL RESULTS (PROVISIONAL) FOR THE 2nd QUARTER ENDED 30th SEPTEMBER 2011

(Rs. In Lacs)

| Sl. No. | PARTICULARS   | 3 Months Ended for the Current Year | 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 |
|---------|---|-------------------------------------|---|---|--|---------------------------------|
|         |   | 30.09.2011 Unaudited                | 30.09.2010 Unaudited                              | 30.09.2011 Unaudited                        | 30.09.2010 Unaudited                         | 31.03.2011 Audited              |
| 1       | a) Net Sales / Income from operations   | 5,165.31                            | 2,472.79  | 8,486.91                                    | 4,250.84                                     | 12,508.56                       |
|         | b) Other Operating Income   | 103.17                              | 25.59   | 115.24                                      | 46.65  | 129.09                          |
|         | <b>Total Income (a+b)</b>   | <b>5,268.48</b>                     | <b>2,498.38</b>                                   | <b>8,602.15</b>                             | <b>4,297.49</b>                              | <b>12,637.65</b>                |
| 2       | <b>Expenditure:</b>   |                                     |   |   |  |                                 |
|         | a) (Increase)/decrease in Stock in trade and work in progress   | -                                   | -   | -   | -  | -                               |
|         | b) Consumption of Consumables   | -                                   | -   | -   | -  | -                               |
|         | c) Purchase of Traded Goods   | 607.61                              | 1,209.23  | 1,954.69                                    | 1,463.19                                     | 6,756.36                        |
|         | d) Employees cost   | 225.16                              | 215.80  | 445.78                                      | 423.25                                       | 826.53                          |
|         | e) Consultancy, Professional & Other Charges  | 2,799.24                            | 392.01  | 3,453.55                                    | 984.89                                       | 1,858.12                        |
|         | f) Lease Rentals  | 40.87                               | 42.00   | 81.73                                       | 76.00  | 155.60                          |
|         | g) Depreciation & Amortisation  | 177.61                              | 67.66   | 304.50                                      | 129.11                                       | 275.44                          |
|         | h) Administrative & Other Expenses  | 406.42                              | 234.79  | 673.42                                      | 488.67                                       | 1,095.64                        |
|         | <b>Total</b>  | <b>4,256.91</b>                     | <b>2,161.49</b>                                   | <b>6,913.67</b>                             | <b>3,565.11</b>                              | <b>10,967.69</b>                |
| 3       | <b>Profit from Operations before Other Income, Interest and Exceptional Items (1-2)</b>   | <b>1,011.57</b>                     | <b>336.89</b>                                     | <b>1,688.48</b>                             | <b>732.38</b>                                | <b>1,669.96</b>                 |
| 4       | Other Income  | -                                   | -   | -   | -  | -                               |
| 5       | <b>Profit from Operations before Interest and Exceptional Items (3+4)</b>   | <b>1,011.57</b>                     | <b>336.89</b>                                     | <b>1,688.48</b>                             | <b>732.38</b>                                | <b>1,669.96</b>                 |
| 6       | Interest  | 120.83                              | 39.36   | 190.80                                      | 79.48  | 200.05                          |
| 7       | <b>Profit after Interest but before Exceptional Items (5-6)</b>   | <b>890.74</b>                       | <b>297.53</b>                                     | <b>1,497.68</b>                             | <b>652.90</b>                                | <b>1,469.91</b>                 |
| 8       | Exceptional Items   |                                     |   |   |  |                                 |
| 9       | <b>Profit (+) / Loss (-) from Ordinary Activities before Tax (7+8)</b>  | <b>890.74</b>                       | <b>297.53</b>                                     | <b>1,497.68</b>                             | <b>652.90</b>                                | <b>1,469.91</b>                 |
| 10      | Tax expenses  |                                     |   |   |  |                                 |
|         | Current Period  | 95.79                               | 106.61  | 282.08                                      | 250.37                                       | 554.08                          |
|         | Deferred  | 183.21                              | (48.13)   | 205.05                                      | (54.79)                                      | (68.17)                         |
| 11      | <b>Net Profit (+)/Loss (-) from Ordinary Activities after Tax (9-10)</b>  | <b>611.74</b>                       | <b>239.05</b>                                     | <b>1,010.55</b>                             | <b>457.32</b>                                | <b>984.00</b>                   |
| 12      | Extraordinary Item (net of tax expenses Rs.....)  | -                                   | -   | -   | -  | -                               |
| 13      | <b>Net Profit(+)/Loss(-) for the period (11-12)</b>   | <b>611.74</b>                       | <b>239.05</b>                                     | <b>1,010.55</b>                             | <b>457.32</b>                                | <b>984.00</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                        |
| 15      | Reserves excluding Revaluation reserve as per balance sheet of previous accounting year   | -                                   | -   | -   | -  | 5,199.31                        |
| 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) | 4.89                                | 1.91  | 8.08  | 3.66   | 7.86                            |
|         | 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)  | 4.89                                | 1.91  | 8.08  | 3.66   | 7.86                            |
| 17      | Public shareholding   |                                     |   |   |  |                                 |
|         | - Number of shares  | 7,262,528                           | 7,374,210   | 7,262,528                                   | 7,374,210                                    | 7,177,973                       |
|         | - Percentage of shareholding  | 58.05                               | 58.94   | 58.04                                       | 58.94  | 57.37                           |
| 18      | Promoter and Promoter Group   |                                     |   |   |  |                                 |
|         | Shareholding  |                                     |   |   |  |                                 |
|         | a) Pledged/Encumbered   |                                     |   |   |  |                                 |
|         | - Number of Shares  | 1,108,700                           | -   | 1,108,700                                   | -  | -                               |
|         | - Percentage of shares (as a % of the total shareholding of promoter and promoter group)  | 21.12                               | -   | 21.12                                       | -  | -                               |
|         | b) Non-encumbered   |                                     |   |   |  |                                 |
|         | - Number of Shares  | 4,140,647                           | 5,137,665   | 4,140,647                                   | 5,137,665                                    | 5,333,902                       |
|         | - Percentage of shares (as a % of the total shareholding of promoter and promoter group)  | 78.88                               | 100.00  | 78.88                                       | 100.00                                       | 100.00                          |
|         | - Percentage of shares (as a % of the total share capital of the company)   | 41.95                               | 41.06   | 41.95                                       | 41.06  | 42.63                           |

## QUARTERLY REPORTING OF SEGMENT WISE REVENUE, RESULTS AND CAPITAL EMPLOYED UNDER CLAUSE 41 OF THE LISTING AGREEMENT

(Rs. In Lacs)

| Sl. No. | PARTICULARS  | 3 Months Ended for the Current Year | 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 |
|---------|--|-------------------------------------|---|---|--|---------------------------------|
|         |  | 30.09.2011 Unaudited                | 30.09.2010 Unaudited                              | 30.09.2011 Unaudited                        | 30.09.2010 Unaudited                         | 31.03.2011 Audited              |
| 1       | <b>Segment Revenue</b>   |                                     |   |   |  |                                 |
|         | a) Integrated Solutions Division   | 649.37                              | 1,209.42  | 2,037.34                                    | 1,471.91                                     | 7,028.78                        |
|         | b) Technical Division  | 281.47                              | 454.57  | 628.15                                      | 1,120.56                                     | 1,947.12                        |
|         | c) Projects Division   | 4,234.46                            | 808.80  | 5,821.42                                    | 1,658.37                                     | 3,532.66                        |
|         | d) Others  | -                                   | -   | -   | -  | -                               |
|         | e) Unallocated   | 103.18                              | 25.59   | 115.24                                      | 46.65  | 129.09                          |
|         | <b>Net sales/Income from operations</b>  | <b>5,268.48</b>                     | <b>2,498.38</b>                                   | <b>8,602.15</b>                             | <b>4,297.49</b>                              | <b>12,637.65</b>                |
| 2       | <b>Segment Results [Profit / (Loss) before Tax and interest from each Segment]</b> |                                     |   |   |  |                                 |
|         | a) Integrated Solutions Division   | 41.68                               | 12.56   | 82.46                                       | 20.56  | 269.86                          |
|         | b) Technical Division  | 70.68                               | 176.10  | 190.90                                      | 335.29                                       | 592.50                          |
|         | c) Projects Division   | 1,102.36                            | 265.22  | 1,810.19                                    | 609.05                                       | 1,317.78                        |
|         | d) Others  | (0.03)                              | (0.03)  | (0.06)                                      | (0.06)                                       | (0.13)                          |
|         | <b>Total</b>   | <b>1,214.69</b>                     | <b>453.85</b>                                     | <b>2,083.49</b>                             | <b>964.84</b>                                | <b>2,180.01</b>                 |
|         | Less: i) Interest  | 120.83                              | 39.36   | 190.80                                      | 79.48  | 200.05                          |
|         | ii) Un-allocable expenditure net off Un-allocable income                           | 203.12                              | 116.96  | 395.01                                      | 232.46                                       | 510.06                          |
| 3       | <b>Total Profit/(Loss) Before Tax</b>  | <b>890.74</b>                       | <b>297.53</b>                                     | <b>1,497.68</b>                             | <b>652.90</b>                                | <b>1,469.90</b>                 |
| 4       | <b>Capital employed</b><br>(Segment assets - Segment Liabilities)                  |                                     |   |   |  |                                 |
|         | a) Integrated Solutions Division   | 33.88                               | 181.38  | 33.88                                       | 181.38                                       | (603.30)                        |
|         | b) Technical Division  | 1,434.38                            | 1,142.59  | 1,434.38                                    | 1,142.59                                     | 908.48                          |
|         | c) Projects Division   | 9,978.20                            | 5,645.35  | 9,978.20                                    | 5,645.35                                     | 7,096.43                        |
|         | d) Others  | 0.72                                | 0.85  | 0.72  | 0.85   | 0.78                            |
|         | e) Unallocable   | 1,466.79                            | 995.19  | 1,466.79                                    | 995.19                                       | 993.38                          |
|         | <b>Total</b>   | <b>12,913.97</b>                    | <b>7,965.36</b>                                   | <b>12,913.97</b>                            | <b>7,965.36</b>                              | <b>8,395.77</b>                 |

## STATEMENT OF ASSETS AND LIABILITIES (UNAUDITED)

(Rs. In Lacs)

| PARTICULARS                                     | Half Year ended 30.09.2011 | Year ended 31.03.2011 |
|---|----------------------------|-----------------------|
| <b>SHAREHOLDERS' FUNDS</b>                      |                            |                       |
| a) Capital                                      | 1,251.19                   | 1,251.19              |
| b) Reserves and Surplus                         | 6,209.86                   | 5,199.30              |
| <b>Loan Funds</b>                               | 5,217.52                   | 1,914.93              |
| <b>Deferred Tax Liability</b>                   | 235.40                     | 30.35                 |
| <b>Total</b>                                    | <b>12,913.97</b>           | <b>8,395.77</b>       |
| <b>Fixed Assets</b>                             | 5,243.90                   | 3,350.39              |
| <b>INVESTMENTS</b>                              |                            |                       |
| <b>Current Assets, Loans and Advances</b>       |                            |                       |
| a) Inventories                                  | 559.62                     | 450.59                |
| b) Sundry Debtors                               | 11,853.68                  | 9,405.86              |
| c) Cash and Bank balances                       | 1,353.73                   | 950.91                |
| d) Other Current Assets                         | -                          | -                     |
| e) Loans and Advances                           | 1,854.50                   | 812.11                |
| <b>Less: Current Liabilities and Provisions</b> |                            |                       |
| a) Current Liabilities                          | 6,981.62                   | 5,691.72              |
| b) Provisions                                   | 969.84                     | 882.37                |
| <b>Total</b>                                    | <b>12,913.97</b>           | <b>8,395.77</b>       |

### Notes:

- The above results were reviewed by the audit committee and have been taken on record by the Board at its meeting held on 14th November 2011 subject to limited audit review by the statutory auditors.
- The Company received no complaint during the quarter ended 30th September 2011 from shareholders. No complaints were pending either at the beginning or at the end of the quarter.
- Previous quarter/year figures were regrouped/reclassified wherever necessary.

for and on behalf of the Board

Sd/-

Place: Hyderabad  
Date : 14-11-2011

(T.Gopi Chand)  
V.C. & Managing Director

### Highlights of the Performance:

- First Half Year EPS 8.08 exceeds the full financial year 2010-11 EPS 7.86.
  - Revenue from Operations has increased to Rs.51.65 Crore up by 109% YoY
  - Net Profit for the 2nd quarter is Rs.6.12 Crore up by 156% YoY
  - Net Profit Margin for the 2nd quarter is 11.85% up by 22.60% YoY
  - 1st Half Year Revenue from Operations is Rs. 84.87 Crore up by 99.60% YoY
  - 1st Half Year Net Profit is @ Rs.10.11 Crore up by 121% YoY
  - 1st Half Year EPS @ 8.08 up by 121% YoY
  - Cash EPS for 1st Half Year @ 10.51 up by 124.1% YoY
- The Company's business is almost entirely domestic economy focussed and continues to grow at a healthy pace.