

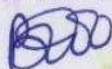
Tera Software Limited (BSE Code : 533982) a leading provider of E-Governance services in the domestic Indian market is pleased to report a strong performance for the 2nd quarter ended 30th September 2012.

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

UNAUDITED FINANCIAL RESULTS (PROVISIONAL) FOR THE 2nd QUARTER ENDED 30th September 2012

| Sl. No. | PARTICULARS   | (Rs. In Lacs)                       |                          |   |   |  |                                 |
|---------|---|-------------------------------------|--------------------------|---|---|--|---------------------------------|
|         |   | 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 |
|         |   | 30.09.2012<br>Unaudited             | 30.06.2012<br>Unaudited  | 30.09.2011<br>Unaudited                           | 30.09.2012<br>Unaudited                     | 30.09.2011<br>Unaudited                      | 31.03.2012<br>Audited           |
| 1       | <b>Income from operations</b>   |                                     |                          |   |   |  |                                 |
| a.      | Net sales/income from operations (Net of excise duty)   | 4,536.89                            | 2,671.74                 | 5,165.31  | 7,208.63                                    | 8,486.91                                     | 19,916.75                       |
| b.      | Other operating income  | 5.07                                | -                        | 103.17  | 5.07  | 115.24                                       | 121.31                          |
|         | <b>Total Income from operations (net)</b>   | <b>4,541.96</b>                     | <b>2,671.74</b>          | <b>5,268.48</b>                                   | <b>7,213.70</b>                             | <b>8,602.15</b>                              | <b>20,038.06</b>                |
| 2       | <b>Expenses</b>   |                                     |                          |   |   |  |                                 |
| a.      | Consumption of Consumables  | -                                   | -                        | -   | -   | -  | -                               |
| b.      | Purchase of Traded Goods  | 2,004.03                            | 586.24                   | 607.61  | 2,590.27                                    | 1,954.69                                     | 3,235.19                        |
| c.      | Changes in inventories of finished goods, work-in-progress, and stock-in-trade  | 15.74                               | -                        | -   | 15.74                                       | -  | 297.73                          |
| d.      | Employee benefit expense  | 374.09                              | 297.50                   | 225.16  | 671.59                                      | 445.78                                       | 994.56                          |
| e.      | Depreciation & amortisation expense   | 278.54                              | 223.13                   | 177.61  | 501.67                                      | 304.50                                       | 834.36                          |
| f.      | Consultancy, Professional & Other Charges   | 1,191.94                            | 952.43                   | 2,799.24  | 2,144.37                                    | 3,453.55                                     | 8,684.33                        |
| g.      | Lease Rentals   | -                                   | -                        | 40.87   | -   | 81.73  | -                               |
| h.      | Other Expenses  | 301.58                              | 272.06                   | 406.42  | 573.64                                      | 673.42                                       | 2,434.65                        |
|         | <b>Total expenses</b>   | <b>4,165.92</b>                     | <b>2,331.36</b>          | <b>4,256.91</b>                                   | <b>6,497.28</b>                             | <b>6,913.67</b>                              | <b>16,480.82</b>                |
|         | <b>Profit/(Loss) from Operations before other income, finance costs and Exceptional Items (1-2)</b>                                       |                                     |                          |   |   |  |                                 |
| 3       |   | <b>376.04</b>                       | <b>340.38</b>            | <b>1,011.57</b>                                   | <b>716.42</b>                               | <b>1,688.48</b>                              | <b>3,557.24</b>                 |
| 4       | Other Income  | 48.18                               | 20.80                    | -   | 68.98                                       | -  | 125.41                          |
|         | <b>Profit/(Loss) from ordinary activities before finance costs and exceptional Items (3+/-4)</b>  | <b>424.22</b>                       | <b>361.18</b>            | <b>1,011.57</b>                                   | <b>785.40</b>                               | <b>1,688.48</b>                              | <b>3,682.65</b>                 |
| 5       | Finance costs   | 262.59                              | 268.36                   | 120.83  | 530.95                                      | 190.80                                       | 938.36                          |
|         | <b>Profit/(Loss) from ordinary activities after finance costs but before exceptional Items (5+/-6)</b>                                    | <b>161.63</b>                       | <b>92.82</b>             | <b>890.74</b>                                     | <b>254.45</b>                               | <b>1,497.68</b>                              | <b>2,744.29</b>                 |
| 7       | Exceptional Items   | -                                   | -                        | -   | -   | -  | -                               |
|         | <b>Profit/Loss from Ordinary Activities before Tax (7+/-8)</b>  | <b>161.63</b>                       | <b>92.82</b>             | <b>890.74</b>                                     | <b>254.45</b>                               | <b>1,497.68</b>                              | <b>2,744.29</b>                 |
| 9       | Tax expense   |                                     |                          |   |   |  |                                 |
| 10      | Current Period (MAT)  | 40.01                               | 6.58                     | 95.79   | 46.59                                       | 282.08                                       | 435.97                          |
|         | MAT Credit  | (46.59)                             | -                        | -   | (46.59)                                     | -  | -                               |
|         | Deferred  | 1.11                                | 25.22                    | 183.21  | 26.33                                       | 205.05                                       | 458.78                          |
|         | <b>Net Profit/(Loss) from Ordinary Activities after Tax (9+/-10)</b>  | <b>167.10</b>                       | <b>61.02</b>             | <b>611.74</b>                                     | <b>228.12</b>                               | <b>1,010.55</b>                              | <b>1,849.54</b>                 |
| 11      | Extraordinary Item (net of tax expenses Rs )  | -                                   | -                        | -   | -   | -  | -                               |
| 12      | <b>Net Profit/Loss for the period (11+/-12)</b>   | <b>167.10</b>                       | <b>61.02</b>             | <b>611.74</b>                                     | <b>228.12</b>                               | <b>1,010.55</b>                              | <b>1,849.54</b>                 |
| 13      | 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                        |
| 14      | Reserves excluding Revaluation reserve as per balance sheet of previous accounting year   | -                                   | -                        | -   | -   | -  | 6,764.93                        |
| 15      | Earning Per share (EPS)   |                                     |                          |   |   |  |                                 |
| 16      | 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) | 1.34                                | 0.49                     | 4.89  | 1.83  | 8.08   | 14.78                           |
|         | 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)  | 1.34                                | 0.49                     | 4.89  | 1.83  | 8.08   | 14.78                           |
| 17      | Public shareholding   |                                     |                          |   |   |  |                                 |
|         | - Number of shares  | 71,13,982                           | 71,57,519                | 72,62,528   | 71,13,982                                   | 72,62,528                                    | 71,60,419                       |
|         | - Percentage of shareholding  | 56.86                               | 57.21                    | 58.05   | 56.86                                       | 58.05  | 57.23                           |
| 18      | a. Promoter and Promoter Group  |                                     |                          |   |   |  |                                 |
|         | Shareholding  |                                     |                          |   |   |  |                                 |
|         | Pledged/Encumbered  |                                     |                          |   |   |  |                                 |
|         | - Number of Shares  | 14,58,700                           | 13,33,700                | 11,08,700   | 14,58,700                                   | 11,08,700                                    | 13,33,700                       |
|         | - Percentage of shares (as a % of the total shareholding of promoter and promoter group)  | 27.02                               | 24.91                    | 21.12   | 27.02                                       | 21.12  | 24.92                           |
|         | b. Non-encumbered   |                                     |                          |   |   |  |                                 |
|         | - Number of Shares  | 39,39,193                           | 40,20,656                | 41,40,647   | 39,39,193                                   | 41,40,647                                    | 40,17,756                       |
|         | - Percentage of shares (as a % of the total shareholding of promoter and promoter group)  | 72.98                               | 75.09                    | 78.88   | 72.98                                       | 78.88  | 75.08                           |
|         | - Percentage of shares (as a % of the total share capital of the company)   | 43.14                               | 42.79                    | 41.95   | 43.14                                       | 41.95  | 42.77                           |

For TERA SOFTWARE LIMITED



Authorised Signatory

For Tera Software Limited



VG and Managing Director

**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 | 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 |
|---------|--|-------------------------------------|--------------------------|---|---|--|---------------------------------|
|         |  | 30.09.2012                          | 30.06.2012               | 30.09.2011  | 30.09.2012                                  | 30.09.2011                                   | 31.03.2012                      |
|         |  | Unaudited                           | Unaudited                | Unaudited   | Unaudited                                   | Unaudited                                    | Audited                         |
| 1       | <b>Segment Revenue</b>   |                                     |                          |   |   |  |                                 |
|         | a. Integrated Solutions Division   | 2,023.73                            | 598.94                   | 649.37  | 2,622.67                                    | 2,037.34                                     | 3,646.86                        |
|         | b. Technical Division  | 334.95                              | 302.22                   | 281.47  | 637.17                                      | 628.15                                       | 2,167.75                        |
|         | c. Projects Division   | 2,183.28                            | 1,770.58                 | 4,234.46  | 3,953.86                                    | 5,821.42                                     | 14,223.45                       |
|         | d. Others  | -                                   | -                        | -   | -   | -  | -                               |
|         | e. Unallocated   | 48.18                               | 20.80                    | 103.18  | 68.98                                       | 115.24                                       | 125.41                          |
|         | <b>Net sales/Income from operations</b>  | <b>4,590.14</b>                     | <b>2,692.54</b>          | <b>5,268.48</b>                                   | <b>7,282.68</b>                             | <b>8,602.15</b>                              | <b>20,163.47</b>                |
| 2       | <b>Segment Results [Profit / (Loss) before Tax and interest from each Segment]</b> |                                     |                          |   |   |  |                                 |
|         | a. Integrated Solutions Division   | 1.46                                | 10.37                    | 41.68   | 11.83                                       | 82.46  | 122.60                          |
|         | b. Technical Division  | 58.40                               | 30.25                    | 70.68   | 88.65                                       | 190.90                                       | 451.63                          |
|         | c. Projects Division   | 502.03                              | 436.68                   | 1,102.36  | 938.71                                      | 1,810.19                                     | 3,937.60                        |
|         | d. Others  | (0.03)                              | -                        | (0.03)  | (0.03)                                      | (0.06)                                       | (0.13)                          |
|         | <b>Total</b>   | <b>561.86</b>                       | <b>477.30</b>            | <b>1,214.69</b>                                   | <b>1,039.16</b>                             | <b>2,083.49</b>                              | <b>4,511.70</b>                 |
|         | Less: i) Interest  | 262.59                              | 268.36                   | 120.83  | 530.95                                      | 190.80                                       | 775.02                          |
|         | ii) Un-allocable expenditure net off Un-allocable income                           | 137.64                              | 116.12                   | 203.12  | 253.76                                      | 395.01                                       | 992.39                          |
| 3       | <b>Total Profit/(Loss) Before Tax</b>  | <b>161.63</b>                       | <b>92.82</b>             | <b>890.74</b>                                     | <b>254.45</b>                               | <b>1,497.68</b>                              | <b>2,744.29</b>                 |
| 4       | <b>Capital employed</b><br>(Segment assets - Segment Liabilities)                  |                                     |                          |   |   |  |                                 |
|         | a. Integrated Solutions Division   | 364.23                              | 361.80                   | 33.88   | 364.23                                      | 33.88  | 423.23                          |
|         | b. Technical Division  | 1,585.25                            | 410.39                   | 1,434.38  | 1,585.25                                    | 1,434.38                                     | 1,394.18                        |
|         | c. Projects Division   | 13,814.02                           | 14,077.21                | 9,978.20  | 13,814.02                                   | 9,978.20                                     | 12,998.97                       |
|         | d. Others  | 0.59                                | -                        | 0.72  | 0.59  | 0.72   | 0.65                            |
|         | e. Unallocable   | 462.67                              | 1,416.47                 | 1,466.79  | 462.67                                      | 1,466.79                                     | 2,332.76                        |
|         | <b>Total</b>   | <b>16,226.76</b>                    | <b>16,265.87</b>         | <b>12,913.97</b>                                  | <b>16,226.76</b>                            | <b>12,913.97</b>                             | <b>17,149.79</b>                |

| Particulars                                    | 3 months ended (30-09-2012) |
|--|-----------------------------|
| <b>INVESTOR COMPLAINTS</b>                     |                             |
| Pending at the beginning of the quarter        | Nil                         |
| Received during the quarter                    | 8                           |
| Disposed of during the quarter                 | 8                           |
| Remaining unresolved at the end of the quarter | Nil                         |

FOR TERA SOFTWARE LIMITED

*[Signature]*  
Authorised Signatory

For Tera Software Limited

*[Signature]*  
VC and Managing Director

**STATEMENT OF ASSETS AND LIABILITIES (UNAUDITED)**

|                               | Particulars                        |                 | Half year ended<br>30.09.2012<br>Unaudited | Year ended<br>31.03.2012<br>Audited |
|-------------------------------|------------------------------------|-----------------|--|-------------------------------------|
| <b>Equity and Liabilities</b> |                                    |                 |  |                                     |
| <b>(1)</b>                    | <b>Shareholders' funds</b>         |                 |  |                                     |
|                               | (a) Share capital                  | 1,251.19        |  | 1,251.19                            |
|                               | (b) Reserves and surplus           | 7,004.36        |  | 6,764.92                            |
|                               |                                    |                 | <b>8,255.55</b>                            | <b>8,016.11</b>                     |
| <b>(2)</b>                    | <b>Non-current liabilities</b>     |                 |  |                                     |
|                               | (a) Long-term borrowings           | 1,251.00        |  | 2,207.03                            |
|                               | (b) Deferred tax liabilities (Net) | 515.46          |  | 489.12                              |
|                               | (c) Other Long term liabilities    | 1,187.46        |  | 1,202.29                            |
|                               | (d) Long-term provisions           | 58.32           |  | 23.26                               |
|                               |                                    |                 | <b>3,012.24</b>                            | <b>3,921.70</b>                     |
| <b>(3)</b>                    | <b>Current liabilities</b>         |                 |  |                                     |
|                               | (a) Short-term borrowings          | 4,351.10        |  | 4,288.39                            |
|                               | (b) Trade payables                 | 4,203.96        |  | 4,234.10                            |
|                               | (c) Other current liabilities      | 4,922.24        |  | 3,022.77                            |
|                               | (d) Short-term provisions          | 647.96          |  | 660.84                              |
|                               |                                    |                 | <b>14,125.26</b>                           | <b>12,206.10</b>                    |
|                               | <b>Total</b>                       |                 | <b>25,393.05</b>                           | <b>24,143.91</b>                    |
| <b>Assets</b>                 |                                    |                 |  |                                     |
| <b>(1)</b>                    | <b>Non-current assets</b>          |                 |  |                                     |
|                               | (a) Fixed assets                   |                 |  |                                     |
|                               | (i) Tangible assets                | 5,390.52        |  | 5,543.87                            |
|                               | (iii) Capital work-in-progress     | 622.72          |  | 883.07                              |
|                               |                                    | <b>6,013.24</b> |  | <b>6,426.94</b>                     |
|                               | (b) Long-term loans and advances   | 393.69          |  | 662.15                              |
|                               | (c) Other non-current assets       | 23.74           |  | 22.20                               |
|                               |                                    |                 | <b>6,430.67</b>                            | <b>7,111.29</b>                     |
| <b>(2)</b>                    | <b>Current assets</b>              |                 |  |                                     |
|                               | (b) Inventories                    | 137.11          |  | 152.85                              |
|                               | (c) Trade receivables              | 16,016.68       |  | 13,791.12                           |
|                               | (d) Cash and cash equivalents      | 1,257.61        |  | 1,615.26                            |
|                               | (e) Short-term loans and advances  | 1,263.46        |  | 1,130.51                            |
|                               | (f) Other current assets           | 287.52          |  | 342.88                              |
|                               |                                    |                 | <b>18,962.38</b>                           | <b>17,032.62</b>                    |
|                               | <b>Total</b>                       |                 | <b>25,393.05</b>                           | <b>24,143.91</b>                    |

**Notes:**

- The above results were reviewed by the audit committee and thereafter taken on record by the Board of Directors in their Meeting held on 12th November 2012, subjected to limited audit review by the statutory auditors.
- Previous quarter/year figures were regrouped/reclassified wherever necessary.

for and on behalf of the Board

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

Place: Hyderabad  
Date : 12th November 2012

**For TERA SOFTWARE LIMITED**

  
**Authorised Signatory**

