



TERA SOFTWARE LIMITED

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

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 4th quarter ended 31st March 2012.

UNAUDITED FINANCIAL RESULTS (PROVISIONAL) FOR THE 4th QUARTER ENDED 31st MARCH 2012

(Rs. In Lacs)

Sl. No.	PARTICULARS	3 months ended	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
		31.03.2012 Unaudited	31.12.2011 Unaudited	31.03.2011 Unaudited	31.03.2012 Unaudited	31.03.2011 Audited
1	Income from operations					
	a. Net sales/income from operations (Net of excise duty)	6,631.55	6,400.46	5,056.43	21,504.08	12,508.56
	b. Other operating income	-	-	-	-	-
	Total Income from operations (net)	6,631.55	6,400.46	5,056.43	21,504.08	12,508.56
2	Expenses					
	a) Consumption of Consumables	-	-	-	-	-
	b) Purchase of Traded Goods	1,492.38	6.16	3,535.37	3,678.34	7,195.10
	c) Changes in inventories of finished goods, work-in-progress, and stock-in-trade	1.00	65.91	(159.56)	(145.42)	(438.74)
	d) Employee benefit expenses	251.77	299.64	219.17	997.20	826.53
	e) Depreciation & amortisation expenses	222.02	277.42	68.24	803.93	275.44
	f) Consultancy, Professional & Other Charges	3,556.07	4,153.41	491.48	11,152.16	1,858.12
	g) Other Expenses	350.05	361.61	402.27	1,455.60	1,251.24
	Total expenses	5,873.29	5,164.15	4,556.97	17,941.81	10,967.69
3	Profit/(Loss) from Operations before other income, finance costs and Exceptional Items (1-2)	758.26	1,236.31	499.46	3,562.27	1,540.87
4	Other Income	84.83	16.43	34.40	216.50	129.09
5	Profit/(Loss) from ordinary activities before finance costs and exceptional Items (3+4)	843.09	1,252.74	533.86	3,778.77	1,669.96
6	Finance costs	330.77	234.82	55.41	756.44	200.05
7	Profit/(Loss) from ordinary activities after finance costs but before exceptional Items (5+6)	512.32	1,017.92	478.45	3,022.33	1,469.91
8	Exceptional Items	-	-	-	-	-
9	Profit/(Loss) from Ordinary Activities before Tax (7+8)	512.32	1,017.92	478.45	3,022.33	1,469.91
10	Tax expenses					
	Current Period	132.39	255.95	103.29	670.42	554.08
	Deferred	(35.68)	116.45	82.67	285.83	(68.17)
11	Net Profit/(Loss) from Ordinary Activities after Tax (9+10)	415.61	645.52	292.49	2,066.08	984.00
12	Extraordinary Item (net of tax expenses Rs. _____)	-	-	-	-	-
13	Net Profit/(Loss) for the period (11+12)	415.61	645.52	292.49	2,066.08	984.00
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)	3.32	5.16	2.34	16.51	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)	3.32	5.16	2.34	16.51	7.86
17	Public shareholding					
	- Number of shares	7,160,419	7,048,819	7,177,973	7,160,419	7,177,973
	- Percentage of shareholding	57.23	56.34	57.37	57.23	57.37
18	Promoter and Promoter Group Shareholding					
	Pledged/Encumbered					
	- Number of Shares	1,333,700	1,108,700	-	1,333,700	-
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	24.92	20.29	-	24.92	-
	Non-encumbered					
	- Number of Shares	4,017,756	4,354,356	5,333,902	4,017,756	5,333,902
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	75.08	79.71	100.00	75.08	100.00
	- Percentage of shares (as a % of the total share capital of the company)	42.77	43.66	42.63	42.77	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	Previous 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
		31.03.2012 Unaudited	31.12.2011 Unaudited	31.03.2011 Unaudited	31.03.2012 Unaudited	31.03.2011 Audited
1	Segment Revenue					
	Integrated Solutions Division	1,525.20	85.36	3,574.53	3,647.91	7,028.78
	Technical Division	1,433.44	254.68	446.62	2,171.42	1,947.12
	Projects Division	3,672.91	6,060.42	1,035.28	15,684.75	3,532.66
	Others	-	-	-	-	-
	Unallocated	84.83	16.43	34.40	216.50	129.09
	Net sales/Income from operations	6,716.38	6,416.89	5,090.83	21,720.58	12,637.65
2	Segment Results [Profit / (Loss) before Tax and interest from each Segment]					
	Integrated Solutions Division	29.56	11.02	189.86	109.88	269.86
	Technical Division	449.50	19.03	118.25	524.49	592.50
	Projects Division	517.21	1,452.37	388.63	3,966.35	1,317.78
	Others	-	-	(0.03)	-	(0.12)
	Total	996.27	1,482.42	696.71	4,600.72	2,180.02
	Less: i) Interest	330.77	234.82	55.41	805.39	200.05
	ii) Un-allocable expenditure net off Un-allocable income	153.18	229.68	162.85	773.00	510.06
3	Total Profit/(Loss) Before Tax	512.32	1,017.92	478.45	3,022.33	1,469.91
4	Capital Employed					
	(Segment assets - Segment Liabilities)					
	Integrated Solutions Division	405.14	317.06	(678.99)	405.14	(603.30)
	Technical Division	148.94	1,894.69	853.78	148.94	908.48
	Projects Division	14,675.28	12,962.20	7,319.02	14,675.28	7,096.43
	Others	-	0.68	0.78	-	0.78
	Unallocable	1,933.05	1,635.17	1,213.87	1,933.05	993.38
	Total	17,162.41	16,809.80	8,708.46	17,162.41	8,395.77

PARTICULARS	3 months ended (31-03-2012)
INVESTOR COMPLAINTS	
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

STATEMENT OF ASSETS AND LIABILITIES

(Rs. In Lacs)

Sl. No.	PARTICULARS	Figures as at the end of current reporting period	Figures as at the end of the previous reporting period
		Unaudited	Audited
Equity and Liabilities			
1	Shareholders' funds		
	a) Share capital	1,251.19	1,251.19
	b) Reserves and surplus	7,265.37	5,199.30
	c) Money received against share warrants	-	-
		8,516.56	6,450.49
2	Share application money, pending allotment	-	-
3	Non-current liabilities		
	a) Long-term borrowings	2,444.24	522.67
	b) Deferred tax liabilities (Net)	316.18	30.35
	c) Other Long term liabilities (Net)	883.02	182.24
	d) Long-term provisions	23.26	54.43
		3,666.70	789.69
4	Current liabilities		
	a) Short-term borrowings	4,288.39	1,507.89
	b) Trade payables	7,962.56	4,412.44
	c) Other current liabilities	2,945.91	960.82
	d) Short-term provisions	647.65	827.94
		15,844.51	7,709.09
	Total	28,027.77	14,949.27
Assets			
1	Non-current assets		
	a) Fixed assets	-	-
	i) Tangible assets	4,863.15	2,243.23
	ii) Intangible assets	-	-
	iii) Capital work-in-progress	1,700.01	1,087.92
	iv) Intangible assets under development	-	-
	v) Assets held for sale	-	-
		6,563.16	3,331.15
	b) Non-current investments	-	-
	c) Deferred tax assets (net)	-	-
	d) Long-term loans and advances	625.55	474.92
	e) Other non-current assets	-	-
		7,188.71	3,806.07
2	Current assets		
	a) Current investments	-	-
	b) Inventories	152.85	450.59
	c) Trade receivables	18,431.26	9,433.26
	d) Cash and cash equivalents	1,613.95	950.91
	e) Short-term loans and advances	490.96	191.22
	f) Other current assets	150.04	117.22
		20,839.06	11,143.20
	Total	28,027.77	14,949.27

Highlights of the performance:

- Current financial Year EPS 16.51 increased by 8.65, the previous financial year 2010-11 EPS 7.86.
- Revenue from Operations has increased to Rs. 215.04 Crore up by 72% y-o-y
- Net Profit for the financial year is Rs. 20.66 Crore up by 110% y-o-y
- Net Profit Margin for the current financial year is 9.61% up by 22.11% y-o-y
- Cash EPS for the Year @ 22.94 up by 127.96% y-o-y

The Company's business is almost entirely domestic economy focussed and continues to grow at a healthy pace.

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 14th May 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
Sd/-
(T.Gopi Chand)
V.C. & Managing Director

Place: Hyderabad
Date: 14-05-2012