

## **CHAIRMAN SPEECH**

### **AT 22<sup>ND</sup> ANNUAL GENERAL MEETING OF TERA SOFTWARE LIMITED**

#### **Dear Shareholders,**

It is a great honour and privilege for me to address all of you on behalf of the Board of Directors and I am delighted to welcome all the shareholders to the 22<sup>nd</sup> Annual General Meeting of your Company. Your large presence, in this important meeting, is the testimony of your strong support and faith in us and this inspires us to achieve newer milestones of success.

**I would now like to briefly present the key features of your Company's performance during 2015-16.**

#### **Financials**

During the year under review Your Company posted a turnover of Rs. 17,515.69 lakhs as compared to previous year's turnover of Rs9,325.99 Lakh and registered a net profit of Rs.771.73 Lakhs, as compared to previous year's net profit of Rs. 362.44 Lakh. Your Directors have recommended a dividend of 12% on the Equity Share Capital for the approval of members.

#### **AP Fiber Grid Project:**

As you are aware that Tera Software Limited entered into an agreement with Andhra Pradesh State Fiber Net Limited (APSFL) for setting up a state-wide high speed Optical Fiber network Infrastructure across the 13 Districts of the Andhra Pradesh State leveraging the assets of the Electricity Department. We have established a 23000 kms 24- Core ADSS Optical Fiber Cable Network over the electrical poles with its back-end electronic systems set up at the Points of Presence (PoPs) in 2,445 identified sub-stations. A state-wide control and command centre for this entire network was established at Visakhapatnam as a Network Operations Center (NOC).

- We have started delivering the Triple Play services.
- Supported Surveillances at Command Control Centre through CC Cameras during Krishna Pushkaram in Krishna,Guntur And Kurnool Districts.
- Established the connectivity to first smart village in India where in all household have Broadband access.
- Established a Real time project maintenance system at Polavaram dam.

We are pleased to inform you that, during this period your company has entered into various agreements to provide/ supply the following services/equipment:

❖ **Modernisation of Record Rooms in State of Jharkhand:**

Received the Letter of Intent dated 19th January 2016 from Jharkhand Agency for Promotion of Information Technology (JAP-IT) for an amount of Rs.77.97 Crores for Modernisation of Record Rooms in 259 locations in the State of Jharkhand on turnkey basis. As a part of the said LOI, we entered into a tripartite Master Service Agreement (MSA) with the Jharkhand Agency for Promotion of Information Technology (JAP-IT) and Revenue, Registration and Land reforms department, Government of Jharkhand on 18th March 2016 for an amount of Rs.11.925 crores for Preparation of Modern Record Rooms in 38 locations on turnkey basis for which work is in progress.

❖ **Last Mile connectivity project from APSFL:**

Entered into a rate contract agreement with Andhra Pradesh State Fiber Net Limited (APSFL) on 05<sup>th</sup> August 2016 for commissioning and maintenance of last mile optic fiber connectivity to Govt offices from Point of Presence.

❖ **Supply order for CPE (Customer Premise equipment) from APSFL:**

Entered into rate contract agreement with Andhra Pradesh State Fiber Net Limited (APSFL) on 20<sup>th</sup> August 2016 for supply of CPE to deliver Triple Play Services (Internet ,Telephone and Value added services) .

**Acknowledgement**

Before I conclude, on behalf of the Board of Directors of your Company, I wish to convey earnest thanks to all the Shareholders and the staff for your continued support and trust in us. This motivates us to excel in all our pursuits and constant endeavour to create value for you. I also acknowledge the support extended by the Central & State Governments, Banks and all other authorities and regulatory agencies.

**CHAIRMAN**