<u>**CHAIRMAN SPEECH**</u>

<u>**at the 26ᵗʰ AGM on 31/10/2020 at 11.00 A.M**</u>

<u>**TERA SOFTWARE LIMITED**</u>

<u>**Dear Shareholders,**</u>

I welcome you all to the Twenty Sixth(26ᵗʰ) Annual General Meeting of your Company. I Thank you all for joining us today and for your continued support which is critical to the success of our company.

I take this opportunity to announce that your Company recorded a turnover of Rs. 271.98 Crores for the year ended 31ˢᵗ March, 2020 with an increase of 51.99% as compared to the previous Financial Year which is Rs. 178.94 Crores. The Company registered a net profit of Rs. 6.52 Crores with an increase of 70.08% as compared to the net profit of Rs. 3.67 Crores in the previous Financial Year.

The national lockdown was imposed in India in wake of COVID-19 from 24th March, 2020 due to which the business was completely inactive till the end of May, 2020. All the workforce migrated due to the pandemic and even after the lockdown, the onsite workforce shortage created a pause into the business. However, the spread of COVID-19 is posing a slow execution of orders, we are hopeful that the business performance will gain momentum with the ease of transportation and the availability of the manpower resources.

PROJECTS:
Your company implements the Digital Projects as E-governance, System Integration, and building IT and non-IT infrastructure for Optical Fibre Cable and Broad band services. It gives me immense pleasure in stating that the Company continued its sustained leadership in the domain in an intense competitive market and being an important contributor for Government of India's "Digital India" initiative.

Your company is working on "Davangere Smart city project" and the same will be delivered shortly. We are executing the implementation of Bharat Net Project in the states of Andhra Pradesh and Andhra Pradesh. Bharat net is a Central Government of India Initiative to enrich the Rural India with the Broad Band Services, targeted to extend 2,50,000 Gram panchayats across India.

Tera Software will be delivering the Maintenance services for Bharat net projects for next 6 Years to upkeep the network for delivery of services. Tera Software is more focused in the Broad Band services which is very essential post corona Pandemic to deliver on line services. Tera soft is currently establishing the connectivity to 16,000 Gram panchayats under the Bharat Net project. And focused to bid for the same services in other parts of the Country under Bharat Net project.

The Odisha Power Transmission Corporation Limited (OPTCL) project is going on for survey, planning, design, engineering, manufacturing, insurance, supply (including spares supply items) and installation, delivery at site, end to end integration, testing & commissioning of OFC (Aerial) GPON Network and Technical Specification evaluation work in the state of Odisha.

Further, as envisaged your Company is continuously grabbing the possible opportunities and bidding for the projects. Despite the uncertainties, the Company is determined and focusing to get new projects with an objective to achieve growth and profitability. The Company has a long road to go and we believe to complete the milestones within the stipulated timeframe and get more extensive projects in future.

Your Directors could not recommend dividend to conserve funds to cope the loss occurred during the pandemic and future unforeseen situations. This will improve long term shareholder value by retaining earnings for growth and business expansion.

Your Directors place on record their gratitude for the valuable cooperation and support received from the Financial Institutions, Banks, Government Authorities, Customers, Members, Dealers, Suppliers and the employees of the Company at all levels and look forward for the same in greater measure in the coming years.

Chairman