TERA SOFT
Redefining IT Solutions

Tera Software Limited

Q2FY27

Investor Presentation



ABOUT TERA SOFTWARE LIMITED

BUILDING DIGITAL INFRASTRUCTURE AND ENABLING E-GOVERNANCE ACROSS INDIA

- Tera Software Limited is an Indian technology and e-Governance solutions company engaged in developing, implementing and maintaining technology-led systems for government departments, public-sector organisations and other institutional clients.
- Established in 1994 and headquartered in Hyderabad, the Company has developed capabilities across e-Governance Solutions, Digital Infrastructure, Fibre Connectivity, Utility Automation, Smart Cities and IT-enabled Services.
- With Footprint across 22 states, Tera Software contributes to India's digital transformation through projects involving public service delivery, government administration, citizen databases, connectivity infrastructure and utility management.
- The Company provides end-to-end technology solutions across the entire project lifecycle, encompassing enterprise information systems, digital infrastructure development, system design, software development, deployment, integration, operations, maintenance and facility management.

1994 INCORPORATED	**1000+** EMPLOYEES	**₹ 3001.3 CR** ORDER BOOK
22 STATES	**₹ 238.05 CR** REVENUE (FY26)	**22%** ROCE (FY26)

(Note: Unexecuted Order Book as on 30th September 2026)



MISSION, VISION & CORE VALUES

Vision

Tera Software aspires to become a leading diversified enterprise, driving progress through infrastructure, engineering, technology and innovation. We aim to build and participate in businesses that create lasting value, contribute to economic development and shape a more connected, sustainable and prosperous future.

Mission

Tera Software mission is to identify opportunities, develop capabilities and deliver impactful projects and solutions across industries through engineering excellence, technological innovation, strategic partnerships and disciplined execution, creating long-term value for our customers, partners, shareholders and communities

Core Values

Tera Software core values are Integrity, Excellence, Ownership, Innovation, Collaboration and Sustainability, guiding our commitment to ethical business practices, quality, accountability, technological advancement, strong partnerships and responsible long-term growth.



KEY LEADERSHIP PROFILES



Sri Gopi Chand Tummala
Chairman & Managing Director

- **Experience:** 44 years of experience in the technology and IT industry, including 13 years at Electronics Corporation of India Limited (ECIL).
- **Qualification:** Engineering in Electronics and Communication.
- **Expertise:** Mainframe systems, power plant simulators, e-Governance solutions and large-scale technology systems.
- **Leadership:** Instrumental in building and transforming Tera into a listed company, establishing its capabilities in technology, government solutions and large-scale project delivery.



Sri. T. Madhu Mitra
Whole-Time Director

- **Experience:** 17+ years of experience across business operations, marketing, strategic planning and business development.
- **Qualification:** B.S. in Electrical Engineering, Purdue University, USA.
- **Career:** Head of Operations & Business Development (2009–2019); Vice President – Planning & Strategy (2019–2023).
- **Leadership:** Drives strategic planning, business development, operational management and market expansion, leveraging his engineering background and cross-functional business experience to support the company's growth across sectors.



Sri. T. Rajasekhar
Vice President

- **Experience:** 13+ years of experience in cybersecurity, cloud security and technology solutions.
- **Qualification:** Bachelor of Science in Computer and Information Science, The Ohio State University, USA.
- **Career:** Senior Product Manager at Trend Micro.
- **Leadership:** Experienced in leading cross-functional teams and managing product development initiatives, with expertise in cybersecurity, cloud technologies and digital solutions. Brings technology leadership and product management capabilities to support Tera's digital infrastructure and technology initiatives.

BUSINESS SEGMENTS & SERVICE PORTFOLIO

The Company's diversified portfolio of technology-enabled services is delivered through two key business segments: **Technical Division and Projects Division.**



E-GOVERNANCE

- GST / sales tax automation
- Land records & registration
- Road transport / vehicle systems



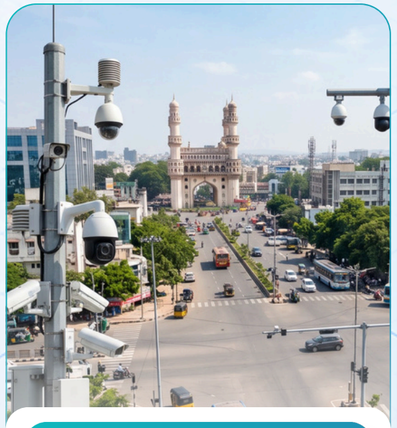
UTILITY SYSTEMS

- Electricity billing & spot billing
- Smart metering solutions
- Revenue management



DIGITAL CONNECTIVITY

- BharatNet / FiberNet
- OFC deployment & integration
- Network operations



SMART CITY & ICT

- ICCC and city surveillance
- Traffic management systems
- Environmental sensors



PUBLIC SERVICES

- PDS / ration-card systems
- Aadhaar / NPR-related work
- Modern record rooms



IT INFRASTRUCTURE

- Hardware & software integration
- Facility management
- Operations & maintenance

BUSINESS MODEL & OPERATING FRAMEWORK



Project Identification & Solution Design

- Tender identification & evaluation
- Requirement assessment & solution planning
- Independent / consortium bidding

Development, Procurement & Integration

- Software development & configuration
- Hardware and network procurement
- Application, device & network integration

Deployment & Commissioning

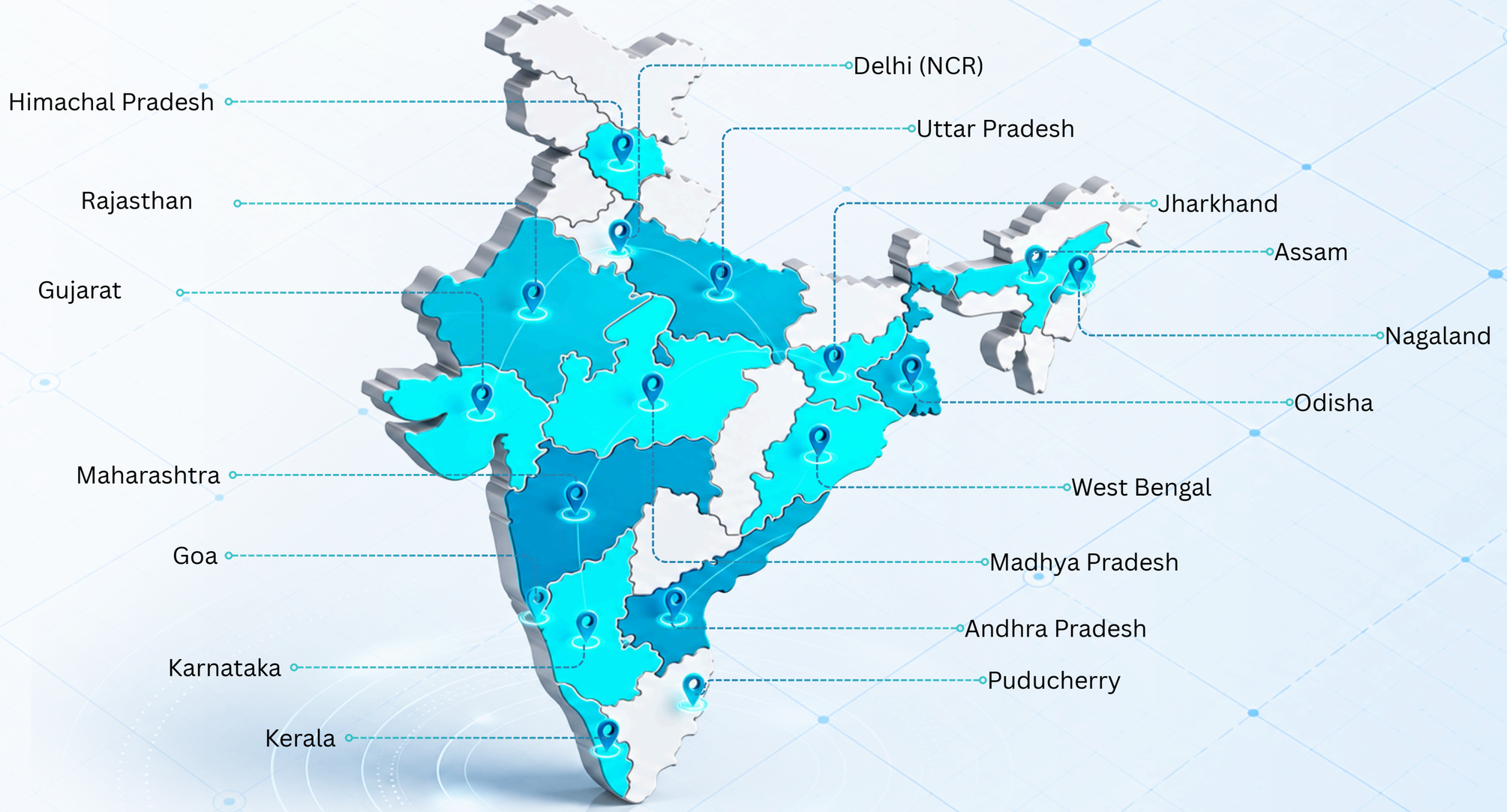
- Installation & configuration
- Testing & validation
- Project deployment & commissioning

Operations & Maintenance (O&M)

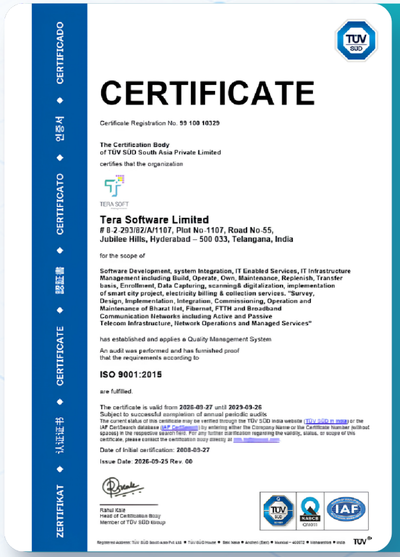
- Technical support & system monitoring
- Software and network maintenance
- Facility management & troubleshooting

GEOGRAPHICAL FOOTPRINT

The Company has an extensive operational footprint across several States, enabling it to deliver technology solutions across diverse geographical and administrative environments.



OUR COMMITMENT TO QUALITY



CERTIFICADO ◆ 证书 ◆ CERTIFICATO ◆ 認証書 ◆ CERTIFICATE ◆ 认证证书 ◆ ZERTIFIKAT

CERTIFICATE

Certificate Registration No. 55 108 10329

The Certification Body
of TÜV SÜD South Asia Private Limited
certifies that the organization

Tera Software Limited
8-2-293/82/A/1107, Plot No-1107, Road No-55,
Jubilee Hills, Hyderabad – 500 033, Telangana, India

for the scope of

Software Development, system Integration, IT Enabled Services, IT Infrastructure Management including Build, Operate, Own, Maintenance, Replenish, Transfer basis, Enrollment, Data Capturing, scanning& digitalization, implementation of smart city project, electricity billing & collection services. "Survey, Design, Implementation, Integration, Commissioning, Operation and Maintenance of Bharat Net, Fiternet, FTTH and Broadband Communication Networks including Active and Passive Telecom Infrastructure, Network Operations and Managed Services"

has established and applies a Quality Management System

An audit was performed and has furnished proof
that the requirements according to

ISO 9001:2015

are fulfilled.

The certificate is valid from 2026-01-27 until 2029-09-26
Subject to successful completion of annual periodic audits
The current status of this certificate may be verified through the TÜV SÜD India website (TÜV SÜD in India) or the IAF CertSearch database (IAF CertSearch) by entering either the Company Name or the Certificate Number (without spaces) in the respective search field. For any further clarification regarding the validity, status, or scope of this certificate, please contact the certification body directly at www.tuvsudsouth.com

Date of Initial certification: 2008-05-27
Issue Date: 2026-05-25 Rev. 00

Rahul Kini
Head of Certification Body
Member of TÜV SÜD Group

ISO 9001:2015 – Quality Management System

Tera Software Limited maintains organization-wide quality management standards, with its processes accredited by TUV, South Asia.



QRO
QUALITY RESEARCH ORGANIZATION

Certificate of Registration

This is to certify that

TERA SOFTWARE LTD.

#8-2-293/82/A/1107, PLOT NO 1107, ROAD NO-55, JUBILEE HILLS, HYDERABAD-500033, TELAMGAMA, INDIA.

has been independently assessed by QRO
and is compliant with the requirement of:

ISO/IEC 20000-1:2018

INFORMATION TECHNOLOGY – SERVICE MANAGEMENT

For the following scope of activities:

PROVISION OF SOFTWARE DEVELOPMENT, IT ENABLED SERVICES, IT INFRASTRUCTURE MANAGEMENT SERVICES.

Date of Certification: 23rd June 2025
1st Surveillance Audit Due: 22nd June 2026
2nd Surveillance Audit Due: 22nd June 2027
Certificate Expiry: 22nd June 2028

Certificate Number: 30502506238TSM

EGAC

Head of Certification

EGAC is a member of International Accreditation forum (IAF) for QMS, EMS, OHSM, FMS, MDQMS, ISMS and EnMS

Validity of this certificate is subject to annual surveillance audits to be done successfully on or before 365 days from date of the audit.
In case surveillance audit is not allowed to be conducted/ this certificate shall be suspended / withdrawn).
The Validity of this certificate can be verified at www.qrocert.org
This certificate of registration remains the property of QRO Certification LLP, and shall be returned immediately upon request.

India Office : QRO Certification LLP
142, IInd Floor, Avtar Enclave, Near Paschim Vihar West Metro Station, Delhi-110063, (INDIA)
Website : www.qrocert.org, E-mail : info@qrocert.org

ISO/IEC 20000-1:2018 – IT Service Management

The company follows established IT Service Management (ITSM) practices across its operations, validated by Pyramid Certifications LLP, Mumbai.



QRO
QUALITY RESEARCH ORGANIZATION

Certificate of Registration

This is to certify that

TERA SOFTWARE LTD.

#8-2-293/82/A/1107, PLOT NO 1107, ROAD NO-55, JUBILEE HILLS, HYDERABAD-500033, TELAMGAMA, INDIA.

has been independently assessed by QRO
and is compliant with the requirement of:

ISO/IEC 27001:2022

Information Security Management System

For the following scope of activities:

INFORMATION SECURITY MANAGEMENT SYSTEM FOR PROVISION OF SOFTWARE DEVELOPMENT, IT ENABLED SERVICES, IT INFRASTRUCTURE MANAGEMENT SERVICES.

Certification to the standard is made under the statement of applicability Version 1.0 Dated 15th November 2024

Date of Certification: 23rd June 2025
1st Surveillance Audit Due: 22nd June 2026
2nd Surveillance Audit Due: 22nd June 2027
Certificate Expiry: 22nd June 2028

Certificate Number: 30502506238IS

EGAC

Head of Certification

Validity of this certificate is subject to annual surveillance audits to be done successfully on or before 365 days from date of the audit.
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Website : www.qrocert.org, E-mail : info@qrocert.org

ISO/IEC 27001:2013 – Information Security Management

Tera Software Limited adheres to globally recognized Information Security Management System (ISMS) standards, with accreditation from Pyramid Certifications LLP, Mumbai.



CMMI® - DEV ML 3 &
CMMI® - SVC ML 3

Appraisal ID Number
75340

CERTIFICATE

This is to certify that

Tera Software Limited

Software Development & Services

Have successfully undergone Benchmark Appraisal
completed on 05 March 2025 & been appraised to be operating at
CMMI Development, Services - Maturity Level - 3
Valid up to 05 March 2028

Prabhuu K. Sinha
CMMI Institute Certified Lead Appraiser
LA Id- 0400411-01
QualityWaves Benchmark LLP
Details at: https://pars.cmmiinstitute.com/appraisals/75340

QualityWaves
Enabling Excellence

CMMI®–DEV ML 3 & CMMI®–SVC ML 3 – Process Maturity

The company has achieved Maturity Level 3 in both Development and Services, demonstrating standardised processes and capabilities in software development and service delivery.

BHARATNET PHASE III

A LARGE-SCALE DIGITAL INFRASTRUCTURE OPPORTUNITY

Tera Software, as a consortium partner of ITI Limited, is executing in the BSNL BharatNet Phase III project for the development and maintenance of middle-mile optical fibre network infrastructure.

₹7,005.55 CR
Consortium contract value

₹3,502.78 CR
Tera's 50% work share

50,515 KMS
Approx. OFC network scope

10 YEARS
3-year build + 7-year O&M

Geographical Coverage

- **Package 8:** Himachal Pradesh
- **Package 9:** West Bengal & Andaman and Nicobar Islands
- **Package 15:** Arunachal Pradesh, Nagaland & Manipur

Scope of Work

- Design and deployment of underground and aerial optical fibre networks.
- Supply and installation of network infrastructure and equipment.
- System integration, testing, and commissioning.
- Long-term network operations and maintenance.



BHARATNET PHASE III — PACKAGE-WISE DETAILS

Package 8

Geographical Coverage:

Himachal Pradesh



Key Scope:

20,100 km	3,615	80
OFC	GPs	blocks

Package 9

Geographical Coverage:

West Bengal & Andaman and Nicobar Islands



Key Scope:

18,225 km	3,412	353
OFC	GPs	blocks

Package 15

Geographical Coverage:

Arunachal Pradesh, Nagaland & Manipur



Key Scope:

12,190 km	5,902	258
OFC	GPs	blocks

Package values are approximate and include GST. They are not Tera Software's individual work-share values.

PROJECT PORTFOLIO & EXECUTION CAPABILITIES

Experience Across Large Government Technology Programmes.

Tera Software has successfully executing several government and public-sector projects across different technology domains.

BSNL BharatNet Phase III

Project Value

₹7,005.55 Cr (Consortium value); ₹3,502.78 Cr Tera's share



Scope / Key Details

Development of rural broadband infrastructure across Himachal Pradesh, West Bengal, Andaman & Nicobar Islands, Arunachal Pradesh, Nagaland and Manipur. Approx. 50,515 km OFC and 12,929 Gram Panchayats across three packages.

Status Implementation

UP DISCOM Spot Billing

Project Value

₹273.11 Cr



Scope / Key Details

Spot billing projects for PUVVNL (₹107.65 Cr), DVVNL (₹75.40 Cr) and MVVNL (₹90.06 Cr). Includes meter reading, bill generation and distribution.

Status Ongoing

PROJECT PORTFOLIO & EXECUTION CAPABILITIES

WBSEDCL Spot Billing

Project Value

₹58.12 Cr



Scope / Key Details

Spot billing services across five zones of West Bengal.

Status Ongoing

Davanagere Smart City ICT Project

Project Value

₹74.84 Cr



Scope / Key Details

Integrated Command and Control Centre, surveillance, traffic management, variable message displays, public announcement systems and environmental sensors. Includes AMC.

Status O&M / AMC

Odisha BharatNet Phase II

Project Value

₹497.32 Cr



Scope / Key Details

Deployment of approximately 20,427 km OFC covering 3,065 Gram Panchayats. Implementation completed; five-year AMC.

Status O&M / AMC

COMPLETED PROJECTS

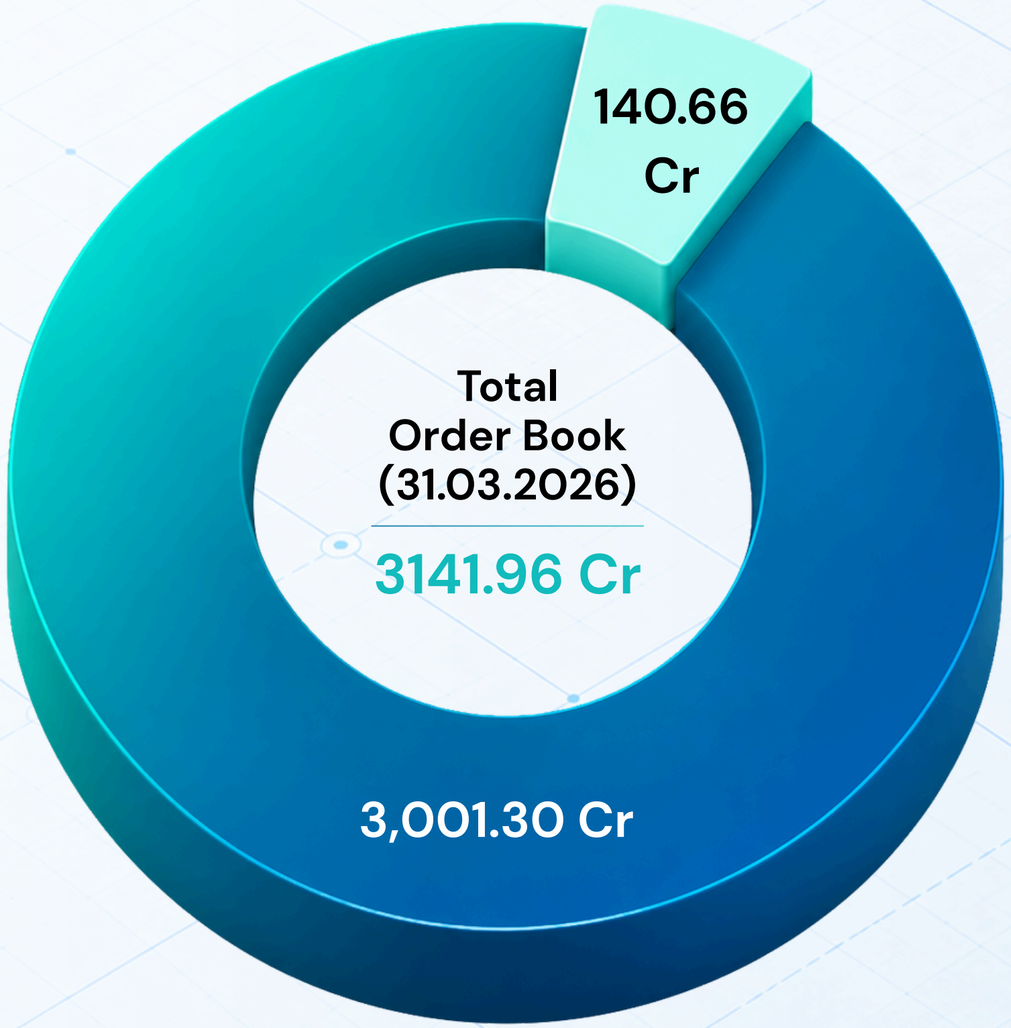
The Company has successfully completed around **20 projects** across various domain segments, including E-Governance, Utility Systems, Digital Connectivity, Smart City & ICT, Public Services and IT Infrastructure. Its project experience covers digitalisation of government services, land records management, electricity billing, smart metering, digital connectivity, network deployment, urban infrastructure, public service automation and IT infrastructure management, along with operations and maintenance services.

20

PROJECTS COMPLETED



ORDER BOOK & REVENUE VISIBILITY



(Amounts in ₹ Crores)

Particulars	As on 31.03.2026	As on 30.09.2026
Opening Order Book	3,141.96	-
Orders Executed during H1 FY27	-	140.66
Closing Order Book	**3,141.96**	**3,001.30**

Closing Order Book (30.09.2026)
₹3,001.30 Cr

Orders Executed during H1 FY27
₹140.66 Cr

STATEMENT OF PROFIT AND LOSS

(Amounts in ₹ Lakhs)

Particulars	Q2FY27	Q1FY27	QoQ%	Q2FY26	YoY%	H1FY27	H2FY26
Revenue from Operations	**9,185.39**	**4,987.11**	**84.18%**	**7,143.25**	**28.59%**	**14,172.50**	**10,417.29**
Other Income	107.58	118.80	-	95.24	-	226.25	189.39
Total Income	**9,292.97**	**5,105.91**	**82.00%**	**7,238.49**	**28.38%**	**14,398.75**	**10,606.68**
Total Expenses other than Depriciation and Finance	7,990.34	4,271.95	-	6,177.24	-	12,202.07	8,700.49
Depriciation and Amortisation	23.09	21.82	-	17.40	-	44.92	28.08
Finance Costs	239.88	216.73	-	160.29	-	456.61	369.82
EBITDA	**1,039.66**	**595.41**	**74.61%**	**883.56**	**17.67%**	**2136.68**	**1906.19**
EBITDA Margin (%)	**11.32%**	**11.94%**	**-5.19%**	**12.37%**	**-8.49%**	**15.07%**	**18.30%**
Total Tax Expense	235.73	130.55	-	227.28	-	366.24	366.24
Profit After Tax	**803.93**	**464.86**	**72.94%**	**656.28**	**22.50%**	**1,324.82**	962.06
PAT Margin (%)	**8.75%**	**9.32%**	**-6.12%**	**9.19%**	**-4.79%**	**9.35%**	**9.24%**
Earnings Per Share(₹)	**6.43**	**3.72**	**72.85%**	**5.25**	**22.48%**	**8.97**	**10.14**

Note: All financial figures are on a consolidated basis.

BALANCE SHEET

(Amounts in ₹ Lakhs)

Particulars	H1FY27	FY26
Equity & Liabilities		
Equity		
Share Capital	1,251.19	1,251.19
Other equity	14,671.46	13,346.37
Total Equity	**15,922.65**	**14,597.56**
Non-Current Liabilities		
Long-Term Borrowings	1,591.64	831.47
Long-Term Provisions	110.69	161.97
Total Non-Current Liabilities	**1,702.33**	**993.44**
Current Liabilities		
Short-Term Borrowings	3,099.69	3,108.62
Trade Payables	11,266.29	10,708.81
Other Financial Liabilities	4,554.55	1,440.86
Other Current Liabilities	1,505.86	828.76
Provisions	1,219.03	830.18
Total Current Liabilities	**21,645.42**	**16,917.23**
Total Equity & Liabilities	**39,270.40**	**32,508.23**

Particulars	H1FY27	FY26
Assets		
Non-Current Assets		
Property, Plant and Equipments	2,824.75	2,850.45
Investments	1.00	1.00
Financial Assets	238.20	284.70
Other Non-Current Assets	581.56	538.82
Deferred Tax Assets (Net)	218.32	219.60
Total Non-Current Assets	**3,863.83**	**3,894.57**
Current Assets		
Trade Receivables	15,523.13	15,831.99
Cash and Cash Equivalents	1,559.60	530.26
Other Financials Assets	15,647.35	9,990.03
Other Current Assets	2,676.49	2,261.38
Total Current Assets	**35,406.57**	**28,613.66**
Total Assets	**39,270.40**	**32,508.23**

Note: All financial figures are on a consolidated basis.

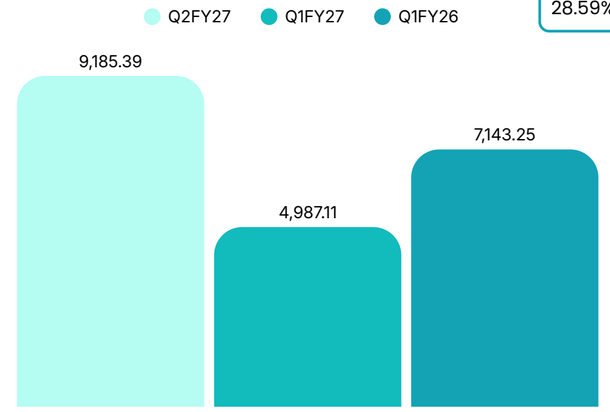
FINANCIAL & SEGMENT-WISE PERFORMANCE

(Amounts in ₹ Lakhs)

Revenue

84.18% QoQ

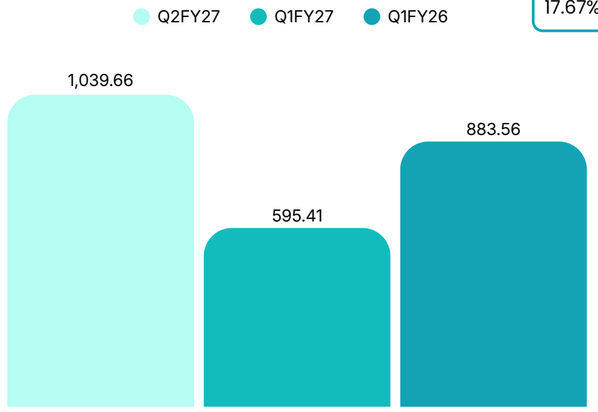
28.59% YoY



EBITDA

74.61% QoQ

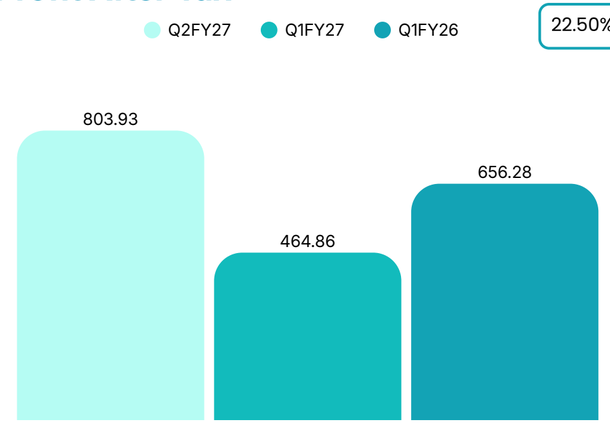
17.67% YoY



Profit After Tax

72.94% QoQ

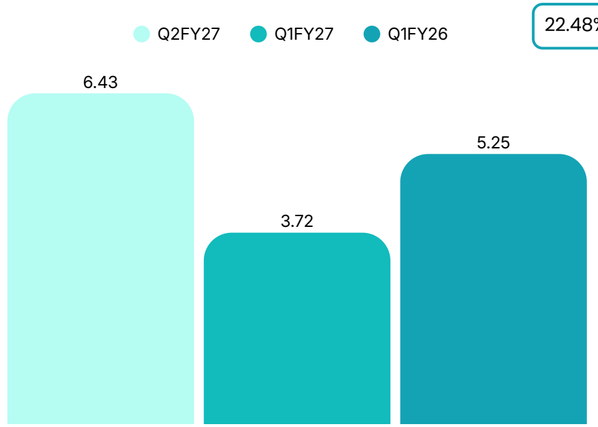
22.50% YoY



Earnings Per Share(₹)

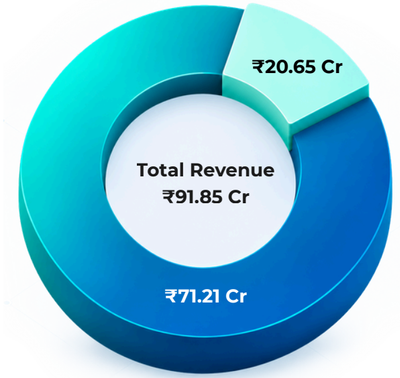
72.85% QoQ

22.48% YoY

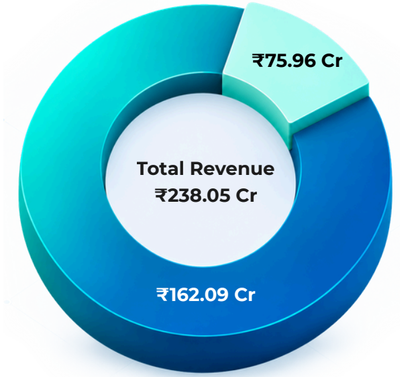


Segment-wise Revenue Contribution

Q2 FY27



FY26



Projects Division

Technical Division

Note: All financial figures are on a consolidated basis.

INVESTMENT HIGHLIGHTS & GROWTH DRIVERS

TERA SOFT
Redefining IT Solutions

Established Operating Presence

Operating since 1994, with presence across 22+ states and experience in government technology projects.

01

Diversified Service Portfolio

Presence across e-Governance, fibre connectivity, utility billing, PDS, land digitisation, Smart City ICT and IT infrastructure.

02

Large-scale BharatNet Opportunity

₹3,502.78 Cr disclosed work share in the ₹7,005.55 Cr BSNL BharatNet Phase III consortium project, offering multi-year execution visibility.

03

Strong Revenue Growth

FY26 revenue increased 121.14% YoY to ₹238.05 Cr, compared with ₹107.64 Cr in FY25.

04

Improving Profitability

FY26 EBITDA grew approximately 149% to ₹40.63 Cr, while PAT increased approximately 163% to ₹24.80 Cr.

05

Long-term O&M Opportunities

BharatNet Phase III includes a 3-year implementation period followed by 7 years of operations and maintenance.

06

Expanding Geographic Reach

Projects across multiple states, including West Bengal, Uttar Pradesh, Odisha and the Northeastern region.

07

DISCLAIMER

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THANK YOU

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