



## Sonata Consolidated Q3 FY12 Revenue at Rs. 526.25 Cr

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Mumbai, Feb 14, 2012

Leading Indian software solutions company, Sonata Software Ltd. today reported its audited financial results for the quarter and nine months ended 31st December 2011.

### Highlights:

#### Sonata Software Ltd. – Stand Alone for the quarter

- Revenue at Rs. 56.54 Crores
- Net profit at Rs. 2.67 Crores
- Earnings per share (Annualised) at Rs. 1.01
- Cash from Operation Rs. 12.02 Crores
- Cash Reserve Rs. 82.70 Crores

#### Sonata Software Ltd. – Consolidated for the quarter

- Revenue at Rs. 526.25 Crores
- Net Loss at Rs. 6.87 Crores
- Earnings per share (Annualised) at Rs.- 2.61
- Cash Reserve Rs. 191.62 Crores

Mr Srikar Reddy Deputy Managing Director and COO was appointed as Managing Director. The change was pursuant to the resignation of Mr. Sanjay Viswanathan the current CEO and Managing Director.

### Significant Projects:

For an organization that is a distributor of premium brands of cosmetics, toiletries and food products, Sonata is implementing SAP Business All-in-One solution. The solution will help them automate their manually run processes and maintain an efficient operating model. The implementation will cover 5 major distributors and 80 distribution touch points in India and will be eventually rolled-out to 3 other group companies. The SAP solution will provide one single view of information across group companies. It will also strengthen their retailer relationships, control product quality and traceability across the company. The engagement will also help the customer reach out to new markets.

For one of the world's leading automobile companies, Sonata is providing support for managing their complete messaging infrastructure and communicator to all their offices spread across India. Sonata is also maintaining and providing support for AS400 which is hosting the critical enterprise applications of the organization.

A global digital products company has partnered with Sonata for the development of a tool which will be effective in integrating two different defect tracking systems. The solution was developed on open source platform - in a service oriented architecture, and ensures that the synchronization between the two systems happens at real time. Along with the development, Sonata has implemented and migrated their ALM (Auto Lifecycle Management) tool. The tool will help the large user base to migrate to the faster system and will provide enhancements to efficiently optimize their processes.

Sonata is implementing a Business Intelligence (BI) solution for a non-profit, non-political agricultural research organization. The BI solution will integrate information and consolidate historical as well as current data from various regional sources and data levels into a central data warehouse. The integration will provide a unified BI and reporting solution for its end users, core group of researchers within the organization, research grantees, policy makers, development practitioners and donors. The consolidation will eliminate manual development and maintenance of spreadsheets and reduce data consolidation efforts, thus saving time and risk of manual error.



**Sonata Software Ltd Financial results - Consolidated**

( In Rs. Cr. )

Revenues	Quarter 3 11-12	Quarter 3 10-11	Nine Months 11-12	Nine Months 10-11	Year 10-11
International IT Services	68.78	72.00	208.22	217.70	290.27
TUI InfoTec GmbH ( JV )	115.19	120.26	381.06	375.23	503.98
Domestic - Products & Services (Sonata Information Technology Ltd.)	342.28	155.75	655.89	479.52	598.95
<b>Consolidated</b>	<b>526.25</b>	<b>348.01</b>	<b>1,245.17</b>	<b>1,072.46</b>	<b>1,393.20</b>

EBIDTA	Quarter 3 11-12	Quarter 3 10-11	Nine Months 11-12	Nine Months 10-11	Year 10-11
International IT Services	4.98	18.95	32.64	56.94	76.49
TUI InfoTec GmbH ( JV )	2.56	13.70	23.91	46.14	64.07
Domestic - Products & Services (Sonata Information Technology Ltd.)	(0.61)	5.30	1.99	15.75	16.53
<b>Consolidated before adjustment</b>	<b>6.92</b>	<b>37.96</b>	<b>58.54</b>	<b>118.83</b>	<b>157.09</b>
TUI InfoTec - Employee Restructuring	(4.33)	-	(4.33)	-	-
<b>Consolidated</b>	<b>2.59</b>	<b>37.96</b>	<b>54.21</b>	<b>118.83</b>	<b>157.09</b>

PAT	Quarter 3 11-12	Quarter 3 10-11	Nine Months 11-12	Nine Months 10-11	Year 10-11
International IT Services	2.81	16.01	22.95	47.96	66.00
TUI InfoTec GmbH ( JV )	(3.68)	0.66	(4.07)	6.48	11.12
Domestic - Products & Services (Sonata Information Technology Ltd.)	(3.83)	2.60	(5.65)	8.11	8.48
<b>Consolidated before adjustment</b>	<b>(4.70)</b>	<b>19.28</b>	<b>13.23</b>	<b>62.56</b>	<b>85.61</b>
TUI InfoTec - Employee Restructuring(50.10%)	(2.17)	-	(2.17)	-	-
<b>Consolidated</b>	<b>(6.87)</b>	<b>19.28</b>	<b>11.06</b>	<b>62.56</b>	<b>85.61</b>

**Notes :**

- 1) Consolidated Revenue, EBIDTA and PAT are after elimination of inter company transactions
- 2) Consolidated includes Sonata Software Limited, Sonata Information Technology Limited, TUI InfoTec GmbH, Sonata Software Noth America Inc. ( Formerly known as Offshore Digital Services Inc.), Sonata Software GmbH, Sonata Europe Limited, Sonata Software FZ LLC and Sonata Software Qatar LLC
- 3) International IT Services comprises of Sonata Software Limited, Sonata Software Noth America Inc. ( Formerly known as Offshore Digital Services Inc.), Sonata Software GmbH, Sonata Europe Limited, Sonata Software FZ LLC and Sonata Software Qatar LLC
- 4) Consolidated PAT is after minority interest
- 5) Intercompany revenues between International IT Services and TUI Infotec GmbH (JV) have been adjusted
- 6) Translation loss / gain on account of Consolidation of TUI InfoTec GmbH (JV) is adjusted in TUI Infotec GmbH (JV)



### **About Sonata Software Limited**

Sonata Software ([www.sonata-software.com](http://www.sonata-software.com)), headquartered in Bangalore, India, is a leading IT consulting and services company. Sonata's customers are located across the US, Europe, Middle East and the Asia-Pacific region. Its key business segments include Product Engineering (ISV), Enterprise IT and Travel, Transportation and Logistics. As per the industry rankings released by NASSCOM for FY 2009-10, Sonata Software figured among the Top 20 IT Software Services Exporters in India for the third consecutive year. Sonata has been ranked among Top 10 R&D Services players globally by Zinnov Management Consulting Pvt. Ltd. Zinnov has rated Sonata 6th in the Software Products segment.

Sonata's subsidiaries include (1) TUI InfoTec – Sonata's Joint Venture with TUI, Europe's largest tourism group, (2) Sonata North America Inc (formerly Offshore Digital Services Inc) – Sonata's arm in the US, which provides development and consulting services to clients, using an Onsite-Offshore Delivery Model, (3) Sonata Software FZ LLC – Sonata's fully-owned subsidiary that provides value-based IT solutions to customers in the Middle East and (4) Sonata Information Technology Limited, which is a premier software services and product distribution company with India-focused business operations.

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