SONATA SOFTWARE LIMITED
Registered Office: 208, T.V. Industrial Estate, S.K. Ahire Marg, Worli, Mumbai - 400 030.
Corporate Office: 1/4, A.P.S Trust Building, Bull Temple Road, N.R. Colony, Bangalore - 560 019.

SONATA SOFTWARE

SEI-CMM LEVEL 5 COMPANY

HIGHLIGHTS FOR THE NINE MONTHS ENDED 31ST DECEMBER, 2011

- **Sonata (Consolidated) Revenue at ₹ 1245.17 crores**
- **Sonata (Consolidated) Net Profit at ₹ 11.06 crores**
- **EPS annualised (Consolidated) at ₹ 1.40**

AUDITED RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31ST DECEMBER, 2011

Figures in ₹ Lakhs (Except EPS, No. of Shares & Share Capital)

	Particulars	Standalone						Consolidated					
		Quarter ended			Nine months ended		Year ended	Quarter ended			Nine months ended		Year ended
		31.12.2011	30.09.2011	31.12.2010	31.12.2011	31.12.2010	31.03.2011	31.12.2011	30.09.2011	31.12.2010	31.12.2011	31.12.2010	31.03.2011
1	Sales and Services	5654.07	5383.03	6251.25	17150.11	19013.18	25022.82	52625.49	38492.23	34801.48	124517.41	107245.80	139319.65
2	Other Operating Income	49.15	73.97	49.38	345.55	155.96	267.73	69.90	462.06	896.48	1009.90	1064.10	1543.90
3	**Total Operating Income**	**5703.22**	**5457.00**	**6300.63**	**17495.66**	**19169.14**	**25290.55**	**52695.39**	**38954.29**	**35697.96**	**125527.31**	**108309.90**	**140863.55**
4	Expenditure												
	a) (Increase) / Decrease in stocks							(2655.64)	282.11	2604.14	(2307.19)	(121.56)	454.32
	b) Purchase of traded items							35172.84	17489.34	11157.73	63812.75	42823.92	52861.31
	c) Staff Costs	3708.21	3755.12	3426.09	11056.23	10468.13	13992.73	11580.80	11462.00	10609.12	34271.60	31213.39	41900.24
	d) Employee Restructuring *(Refer notes)*							432.90	-	-	432.90	-	-
	e) Depreciation	266.27	286.11	259.28	824.05	713.05	958.37	1083.09	1157.09	964.11	3291.84	2884.11	3869.09
	f) Other operating Expenses	1523.72	1102.71	1046.85	3709.86	3326.80	4216.82	8064.83	7425.10	7638.98	24181.79	22679.86	30169.64
	Total Expenditure	**5498.20**	**5143.94**	**4732.22**	**15590.14**	**14507.98**	**19167.92**	**53678.81**	**37815.64**	**32974.08**	**123683.68**	**99479.73**	**129254.60**
5	Profit from operations before other Income & Interest	205.02	313.06	1568.41	1905.52	4661.16	6122.63	(983.42)	1138.65	2723.87	1843.63	8830.17	11608.95
6	Other Income	197.56	142.84	83.80	440.79	214.92	305.98	159.68	51.38	107.68	285.23	168.90	231.31
7	Profit before Interest	402.58	455.90	1652.21	2346.31	4876.08	6428.61	(823.74)	1190.03	2831.55	2128.86	8999.08	11840.26
8	Interest	1.56	-	-	1.56	-	-	262.85	317.78	177.53	762.59	486.35	568.72
9	Profit after Interest but before tax	401.02	455.90	1652.21	2344.75	4876.08	6428.61	(1086.59)	872.25	2654.02	1366.27	8512.72	11271.54
10	Tax expense / provision including Deff Tax	134.47	120.13	83.76	552.65	301.25	242.40	181.45	(334.56)	470.54	863.05	1484.05	1671.58
11	**Net Profit after Tax before minority interest**	**266.55**	**335.77**	**1568.45**	**1792.10**	**4574.83**	**6186.20**	**(1268.04)**	**1206.81**	**2183.49**	**503.22**	**7028.68**	**9599.96**
12	Share in earnings of Affiliates												40.40
13	Minority Interest							580.87	(298.38)	(255.42)	602.48	(773.08)	(1079.39)
14	**Net Profit after minority interest**							**(687.17)**	**908.43**	**1928.07**	**1105.70**	**6255.60**	**8560.96**
15	Paid-up Equity Share Capital (FV- ₹ 1/-)	105159306	105159306	105159306	105159306	105159306	105159306	1051.59	1051.59	1051.59	1051.59	1051.59	1051.59
16	Reserves & Surplus	28116.86	29868.34	30541.17	28116.86	30541.17	30339.01	36763.00	39468.20	39179.72	36890.10	39179.72	39671.54
17	Earning per Share (Face value ₹ 1/- each)												
	- Basic & Diluted	0.25	0.32	1.49	1.70	4.35	5.88	(0.65)	0.86	1.83	1.05	5.95	8.14
18	Public Shareholding*												
	No. of shares (Face value ₹ 1/- each)	64097576	59637576	59687576	64097576	59687576	59687576	64097576	59637576	59687576	64097576	59687576	59687576
	% of holding (to total shareholding)	60.95	56.71	56.76	60.95	56.76	56.76	60.95	56.71	56.76	60.95	56.76	56.76
19	Promoters & Promoter group shareholding												
	(a) Pledged / Encumbered												
	- Number of shares	8375000	13375000	16400000	8375000	16400000	13375000	8375000	13375000	16400000	8375000	16400000	13375000
	- % of shares (to total holding of Promoter group)	20.40	29.38	36.07	20.40	36.07	29.41	20.40	29.38	36.07	20.40	36.07	29.41
	- % of shares (to total share capital of the Company)	7.96	12.72	15.60	7.96	15.60	12.72	7.96	12.72	15.60	7.96	15.60	12.72
	(b) Non-encumbered												
	- Number of shares	32686730	32146730	29071730	32686730	29071730	32096730	32686730	32146730	29071730	32686730	29071730	32096730
	- % of shares (to total holding of Promoter group)	79.60	70.62	63.93	79.60	63.93	70.59	79.60	70.62	63.93	79.60	63.93	70.59
	- % of shares (to total share capital of the Company)	31.08	30.57	27.65	31.08	27.65	30.52	31.08	30.57	27.65	31.08	27.65	30.52
20	EBIDT %	11.33	13.25	29.94	17.68	28.83	28.86	0.49	6.02	10.60	4.31	10.95	11.13
21	PAT %	4.52	6.00	24.57	9.99	23.60	24.17	(1.30)	2.33	5.38	0.88	5.77	6.07
22	ROCE % (Annualised)	3.57	4.23	20.38	7.90	20.06	20.41	(4.18)	10.84	19.41	6.10	21.62	21.95
23	RONW % (Annualised)	3.55	4.23	20.38	7.89	20.06	20.41	(7.02)	8.85	19.57	3.75	21.77	22.20

* Public Shareholding as classified under category B in the shareholding pattern in Clause 35/40A of the Listing Agreement.

Note : Consolidated financial results include financial results of following entities : Sonata Software Ltd, India (Holding Company) and its subsidiary companies viz., Sonata Software North America Inc, USA; Sonata Europe Ltd, UK; Sonata Software GmbH, Germany; TUI InfoTec GmbH, Germany; Sonata Software FZ LLC, Dubai; Sonata Software (Qatar) LLC, Qatar and Sonata Information Technology Ltd, India.

Notes:

1 These audited results for the quarter and nine months ended 31st December, 2011, have been taken on record by the Board at its Meeting held on 14th February, 2012.

2 The Audit Report of the Company for the period bears no qualification.

3 Details of Other operating expenses exceeding 10% of total expenditure:

Figures in ₹ Lakhs

Particulars	Quarter ended			Nine months ended		Year ended
	31.12.2011	30.09.2011	31.12.2010	31.12.2011	31.12.2010	31.03.2011
Subsistence / Living Cost	503.14	444.67	501.02	1398.90	1487.86	1936.89

4 These Accounts have been prepared in accordance with the mandatory applicable Accounting Standards issued by the Institute of Chartered Accountants of India (ICAI).

5 Figures have been regrouped wherever necessary to facilitate comparison.

6 Information on investor complaints pursuant to Clause 41 of the Listing Agreement for the quarter ended December 31, 2011

Nature of complaints received	Opening balance	Additions	Disposal	Closing balance
Non receipt of dividend / securities	-	26	26	-

7 The consolidated segmentwise revenue and results for the quarter and nine months ended 31st December, 2011 as required under Clause 41 of the Listing Agreement are as follows:

Figures in ₹ Lakhs

Particulars	Quarter ended			Nine months ended		Year ended
	31.12.2011	30.09.2011	31.12.2010	31.12.2011	31.12.2010	31.03.2011
1. Segment Revenue						
a. Domestic (Sales & Services)	34129.09	18689.29	15496.86	65454.73	47852.10	59792.42
b. International (Software Service Exports)	18496.40	19802.94	19304.62	59062.68	59393.70	79527.24
Total	**52625.49**	**38492.23**	**34801.48**	**124517.41**	**107245.80**	**139319.65**
Less: Inter segment revenue	-	-	-	-	-	-
Net sales/income from operations	**52625.49**	**38492.23**	**34801.48**	**124517.41**	**107245.80**	**139319.65**
2. Segment Results						
Profit(+)/loss(-) before tax & Interest						
a. Domestic (Sales & Services)	(31.02)	273.39	560.41	271.76	1659.92	1761.21
b. International (Software Service Exports)	(792.72)	916.64	2271.14	1857.10	7339.16	10079.05
Total	**(823.74)**	**1190.03**	**2831.55**	**2128.86**	**8999.08**	**11840.26**
Less: Interest						
a. Domestic (Sales & Services)	113.95	194.10	78.98	385.60	197.49	178.62
b. International (Software Service Exports)	148.90	123.68	98.55	377.00	288.87	390.10
Total	**262.85**	**317.78**	**177.53**	**762.59**	**486.35**	**568.72**

Particulars	Quarter ended			Nine months ended		Year ended
	31.12.2011	30.09.2011	31.12.2010	31.12.2011	31.12.2010	31.03.2011
Less: Other unallocable expenditure, Net of Unallocable Income						
a. Domestic (Sales & Services)	-	-	-	-	-	-
b. International (Software Service Exports)	-	-	-	-	-	-
Total	-	-	-	-	-	-
3. Profit Before Tax						
a. Domestic (Sales & Services)	(144.97)	79.29	481.43	(113.83)	1462.43	1582.58
b. International (Software Service Exports)	(941.62)	792.96	2172.59	1480.10	7050.29	9688.95
Total Profit Before Tax	**(1086.59)**	**872.25**	**2654.02**	**1366.27**	**8512.72**	**11271.54**
4. Capital Employed (Segment assets - Segment liabilities)						
a. Domestic (Sales & Services)	3895.57	7124.83	7961.01	3895.57	7961.01	7537.07
b. International (Software Service Exports)	33919.02	36240.78	35809.32	33919.02	35809.32	36262.53
Total	**37814.59**	**43365.61**	**43770.33**	**37814.59**	**43770.33**	**43799.61**

8 Employee Restructuring relates to early retirement accrual cost of TUI InfoTec GmbH.

9 At the Board Meeting held today, the Board accepted with immediate effect the resignation submitted by Mr.Sanjay Viswanathan, CEO & Managing Director due to personal reasons. Consequently, the Board appointed Mr. P. Srikar Reddy, the present Deputy Managing Director & COO as Managing Director of the Company with immediate effect.

10 During the quarter Mr. Venkatraman N has been appointed as CFO of the Company.

11 The Board of Directors, at their meeting held today, accepted the resignation of Mr. Praveen Kumar D., Company Secretary with effect from February 21, 2012 and in his place Ms. Priya Manoj Jaswani was appointed as Company Secretary of the Company.

FOR AND ON BEHALF OF THE BOARD OF DIRECTORS

Place : Mumbai
Date : 14th February, 2012

P SRIKAR REDDY
MANAGING DIRECTOR

As per Accounting Standard 25 of the ICAI, the accounts are presented in condensed form. These are available at the website www.sonata-software.com

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