

**SONATA SOFTWARE LIMITED**

A.P.S. TRUST BUILDING, BULL TEMPLE ROAD,

N.R. COLONY, BANGALORE - 560 019, INDIA

TEL: 91-80-30971999 FAX: 91-80-26610972



April 20, 2011

The Dy. General Manager
Market Operations
Bombay Stock Exchange Ltd
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai - 400 001.

Dear Sir/Madam,

**SUB : AUDITED RESULTS FOR THE QUARTER & YEAR ENDED
31ST MARCH, 2011
REF : CLAUSE 41 OF THE LISTING AGREEMENT**

With reference to the above, we wish to inform you that the audited financial results for the above period were considered and adopted by the Board in their meeting held on 20th April, 2011. We are sending herewith highlights of the financial results in the prescribed format.

A copy of the press release and Investor Update is enclosed for your reference.

Kindly take the same on record.

Thanking you,

Very truly yours,
For **SONATA SOFTWARE LIMITED**

PRAVEEN KUMAR D
COMPANY SECRETARY

CC to : The National Stock Exchange Ltd - Mumbai

N. M. RAIJI & CO.

Chartered Accountants

Universal Insurance Building,
Pherozeshah Mehta Road,
Mumbai-400 001, INDIA

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Auditor's Report On Quarterly Financial Results and Year to Date Results of Sonata Software Ltd Pursuant to the Clause 41 of the Listing Agreement

To The Board of Directors of Sonata Software Limited,

We have audited the quarterly financial results of Sonata Software Limited for the quarter ended 31st March, 2011 and the year to date results for the period 1st April, 2010 to 31st March, 2011, attached herewith, being submitted by the company pursuant to the requirement of clause 41 of the Listing Agreement except for the disclosures regarding 'Public Shareholding' and Promoter Group Shareholding' which have been traced from disclosures made by the management and have not been audited by us. These quarterly financial results as well as the year to date financial results have been prepared on the basis of the financial statements, which are the responsibility of the company's management. Our responsibility is to express an opinion on these financial results based on our audit of such financial statements, which have been prepared in accordance with the recognition and measurement principles laid down in Accounting Standard (AS) 25, Financial Reporting, issued pursuant to Companies (Accounting Standards) Rules, 2006 as per Section 211 (3C) of the Companies Act, 1956 and other accounting principles generally accepted in India.

We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial results are free of material misstatement(s). An audit includes examining, on a test basis, evidence supporting the amounts disclosed as financial results. An audit also includes assessing the accounting principles used and significant estimates made by management. We believe that our audit provides a reasonable basis for our opinion.

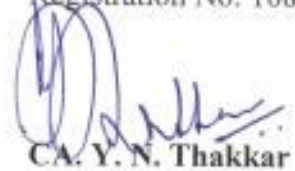
In our opinion and to the best of our information and according to the explanations given to us these quarterly financial results as well as the year to date results:

- (i) are presented in accordance with the requirements of clause 41 of the Listing Agreement in this regard; and
- (ii) give a true and fair view of the net profit and other financial information for the quarter ended 31st March, 2011 as well as the year to date results for the period from 1st April, 2010 to 31st March, 2011.

N. M. RAIJI & CO.

Further, we also report that we have, on the basis of the books of account and other records and information and explanations given to us by the management, also verified the number of shares as well as percentage of shareholdings in respect of aggregate amount of public shareholdings, as furnished by the company in terms of clause 35 of the Listing Agreement and found the same to be correct.

For N M Raiji & Co.
Chartered Accountants
Registration No: 108296W



CA. Y. N. Thakkar

Partner

Membership No: 33329

Place : Mumbai

Date : 20 April, 2011

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

AUDITED FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED 31ST MARCH, 2011

Figures in Rs. Lakhs
(Except EPS)

	Particulars	SONATA SOFTWARE LIMITED			
		Quarter ended		Year ended	
		31.03.2011	31.03.2010	31.03.2011	31.03.2010
1	Sales and Services	6,071.37	5,877.35	25,036.33	23,609.42
2	Other Operating Income	111.76	261.30	267.73	375.60
3	Total Operating Income	6,183.14	6,138.65	25,304.05	23,985.02
4	Expenditure				
	a) (Increase) / Decrease in stocks				
	b) Staff Costs	3,857.87	3,542.32	15,205.83	12,726.66
	c) Depreciation	245.32	202.95	958.37	776.65
	d) Other operating Expenses	618.48	1,039.79	3,017.22	4,462.79
	Total Expenditure	4,721.66	4,785.05	19,181.42	17,966.10
5	Profit from operations before other income & Interest	1,461.47	1,353.60	6,122.63	6,018.92
6	Other Income	91.06	131.02	305.98	152.42
7	Profit before Interest	1,552.54	1,484.62	6,428.61	6,171.34
8	Interest				
9	Profit after Interest but before tax	1,552.54	1,484.62	6,428.61	6,171.34
10	Tax expense/provision including FBT	(58.85)	(93.96)	242.40	151.04
11	Net Profit After Tax	1,611.38	1,578.59	6,186.20	6,020.30
11	Paid-up Equity Share Capital (FV-Re.1/-)	1,051.59	1,051.59	1,051.59	1,051.59
12	Reserves & Surplus	30,339.01	28,165.33	30,339.01	28,165.33
13	Earning per Share (Face value Re.1/-each)				
	- Basic & Diluted	1.53	1.50	5.88	5.72
14	Public Shareholding				
	No. of shares (Face value Re.1/-each)	5,96,87,576	5,74,11,456	5,96,87,576	5,74,11,456
	% of holding (to total shareholding)	56.76%	54.59%	56.76%	54.59%
15	Promoters & Promoter group shareholding				
	(a) Pledged / Encumbered				
	- Number of shares	1,33,75,000	13500000	1,33,75,000	13500000
	- % of shares(to total holding of Promoter group)	29.41%	28.27%	29.41%	28.27%
	- % of shares(to total share capital of the Company)	12.72%	12.84%	12.72%	12.84%
	(b) Non-encumbered				
	- Number of shares	3,20,96,730	34247850	3,20,96,730	34247850
	- % of shares(to total holding of Promoter group)	70.59%	71.73%	70.59%	71.73%
	- % of shares(to total share capital of the Company)	30.52%	32.57%	30.52%	32.57%
16	EBIDT %	28.65%	26.92%	28.84%	28.79%
17	PAT %	25.68%	25.18%	24.16%	24.94%
18	ROCE % (Annualised)	20.47%	22.39%	20.41%	23.33%
19	RONW % (Annualised)	20.47%	22.39%	20.41%	23.33%

Notes:

- 1 These audited results for the quarter and year ended 31st March, 2011, have been taken on record by the Board at its Meeting held on 20th April, 2011.
- 2 The Audit Report of the Company for the period bears no qualification.
- 3 A final dividend of Re. 1/- per share (100% on face value of Re.1/-) has been recommended at the Board Meeting, subject to the approval of the shareholders. This along with the interim dividend of Re.1/- per share raises the total dividend for the year to Rs. 2 per share.
- 4 The Register of Members and Share Transfer Books will remain closed from 10th June, 2011 to 15th June, 2011 (both days inclusive). The Annual General Meeting of the Company has been scheduled to be held on 15th June, 2011.
- 5 Details of Operating expenses exceeding 10% of total expenditure :

Figures in Rs. Lakhs

Particulars	Quarter ended		Year ended	
	31.03.2011	31.03.2010	31.03.2011	31.03.2010
Subsistence/Living Cost	449.03	482.19	1,936.89	1,962.60

- 6 These Accounts have been prepared in accordance with the mandatory applicable Accounting Standards issued by the Institute of Chartered Accountants of India (ICAI).
- 7 Figures have been regrouped wherever necessary to facilitate comparison.
- 8 While there were no investor complaints pending at the beginning of quarter ended 31st March, 2011, the Company received 15 investor complaints relating to non-receipt of dividend during the said quarter and all such complaints have been resolved. Hence, there are no pending complaints at the end of the quarter ended 31st March, 2011.
- 9 The standalone statement of assets and liabilities as on March 31, 2011 as required under Clause 41 of the Listing Agreement is as follows :

Figures in Rs. Lakhs

Particulars	Year Ended		Particulars	Year Ended	
	31.03.2011	31.03.2010		31.03.2011	31.03.2010
Sources of Funds			Application of Funds		
1. Shareholders' Funds			1. Fixed Assets	3,544.43	3,161.93
a. Capital	1,051.59	1,051.59	2. Investments	11,574.84	11,980.82
b. Reserves and Surplus	30,339.01	28,165.33	3. Deferred Tax Asset	496.12	549.05
2. Loan Funds			4. Current Assets, Loans and Advances		
3. Deferred Tax Liability			a. Inventories		
			b. Sundry Debtors	6,035.54	5,610.57
			c. Cash & Bank Balances	3,875.04	2,482.09
			d. Other Current Assets	220.30	259.13
			e. Loans & Advances	9,264.10	8,333.96
			Less: Current Liabilities and Provisions		
			a. Liabilities	2,238.13	2,024.50
			b. Provisions	1,381.63	1,136.13
			Net Current Assets	15,775.22	13,525.12
Total Funds employed	31,390.60	29,216.92	Total Funds applied	31,390.60	29,216.92

FOR AND ON BEHALF OF THE BOARD OF DIRECTORS

B. Ramaswamy

B RAMASWAMY

PRESIDENT & MANAGING DIRECTOR

Place: Mumbai

Date : April 20, 2011

Audited accounts are available at the website www.sonata-software.com

N. M. RAIJI & CO.
Chartered Accountants
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Auditor's Report On Quarterly Consolidated Financial Results and Consolidated Year to Date Results of Sonata Software Ltd Pursuant to the Clause 41 of the Listing Agreement

To The Board of Directors of Sonata Software Ltd,

We have audited the quarterly consolidated financial results of Sonata Software Limited for the quarter ended 31st March, 2011 and the consolidated year to date results for the period 1st April, 2010 to 31st March, 2011, attached herewith, being submitted by the company pursuant to the requirement of clause 41 of the Listing Agreement except for the disclosures regarding 'Public Shareholding' and 'Promoter Group Shareholding' which have been traced from disclosures made by the management and have not been audited by us. These consolidated quarterly financial results as well as the consolidated year to date financial results have been prepared from consolidated financial statements, which are the responsibility of the company's management. Our responsibility is to express an opinion on these consolidated financial results based on our audit of such consolidated financial statements, which have been prepared in accordance with the recognition and measurement principles laid down in Accounting Standard (AS) 25, Financial Reporting, issued pursuant to Companies (Accounting Standards) Rules, 2006 as per Section 211 (3C) of the Companies Act, 1956 and other accounting principles generally accepted in India.

We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial results are free of material misstatement(s). An audit includes examining, on a test basis, evidence supporting the amounts disclosed as financial results. An audit also includes assessing the accounting principles used and significant estimates made by management. We believe that our audit provides a reasonable basis for our opinion.

We did not audit the financial statements of five subsidiaries included in the consolidated quarterly financial results and consolidated year to date results, whose consolidated financial statements reflect total assets of Rs. 3,947,808,823 as at 31.03.2011 and Rs. 3,947,808,823 as at the quarter ended 31.03.2011; as well as the total revenue of Rs. 7,255,960,100 as at 31.03.2011 and Rs. 2,090,837,074 as at the quarter ended 31.03.2011. These financial statements and other financial information have been audited by other auditors except for Sonata Software GmbH whose financial statements have been reviewed by their auditors.

N. M. RAIJI & CO.

whose reports have been furnished to us and our opinion on the quarterly financial results and the year to date results, to the extent they have been derived from such financial statements is based solely on the report of such other auditors.

In our opinion and to the best of our information and according to the explanations given to us these consolidated quarterly financial results as well as the consolidated year to date results:

- (i) include the quarterly financial results and year to date of the following entities;
 - (a) Sonata Information Technology Ltd, India
 - (b) TUI InfoTec GmbH, Germany
 - (c) Sonata Software North America Inc., USA
 - (d) Sonata Software GmbH, Germany
 - (e) Sonata Europe Ltd, UK
 - (f) Sonata Software FZ LLC
- (ii) have been presented in accordance with the requirements of clause 41 of the Listing Agreement in this regard; and
- (iii) give a true and fair view of the consolidated net profit and other financial information for the quarter ended 31st March, 2011 as well as the consolidated year to date results for the period from 1st April, 2010 to 31st March, 2011.

Further, we also report that we have, on the basis of the books of account and other records and information and explanations given to us by the management, also verified the consolidated number of shares as well as percentage of shareholdings in respect of aggregate amount of consolidated non promoter shareholdings, as furnished by the company in terms of clause 35 of the Listing Agreement and found the same to be correct.

For **N M Raiji & Co**
Chartered Accountants
Registration No: 108296W



CA. Y. N. Thakkar

Partner

Membership No: 33329

Place : Mumbai
Date : 20 April 2011

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
CONSOLIDATED AUDITED FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED 31ST MARCH, 2011

Figures in Rs. Lakhs
(Except EPS)

Particulars	CONSOLIDATED											
	INTERNATIONAL				DOMESTIC				TOTAL			
	Quarter ended		Year ended		Quarter ended		Year ended		Quarter ended		Year ended	
	31.03.2011	31.03.2010	31.03.2011	31.03.2010	31.03.2011	31.03.2010	31.03.2011	31.03.2010	31.03.2011	31.03.2010	31.03.2011	31.03.2010
1 Sales and Services	20,142.64	20,793.66	79,540.74	87,975.95	11,946.62	11,116.19	59,794.32	50,068.51	32,089.26	31,909.85	1,39,335.06	1,38,044.46
2 Other Operating Income	(41.04)	384.74	474.96	865.74	238.77	45.60	711.75	51.30	197.72	430.34	1,186.71	917.03
3 Total Operating Income	20,101.60	21,178.40	80,015.71	88,841.69	12,185.38	11,161.79	60,506.07	50,119.81	32,286.98	32,340.19	1,40,521.77	1,38,961.50
4 Expenditure												
a) (Increase) / Decrease in stocks	193.08	(111.31)	(98.00)	(441.33)	382.80	244.09	552.32	(483.96)	575.88	132.78	454.32	(925.29)
b) Purchase of traded items	112.88	(239.43)	98.45	(247.30)	10,424.60	9,687.31	53,262.95	45,390.99	10,537.48	9,447.88	53,361.40	45,143.69
c) Staff Costs	10,686.85	10,654.78	41,900.24	41,874.26	-	-	-	-	10,686.85	10,654.78	41,900.24	41,874.26
d) Depreciation	983.13	1,192.77	3,853.14	4,887.29	1.85	7.09	15.95	29.95	984.98	1,199.87	3,869.09	4,917.25
e) Other operating expenses	5,730.00	7,660.01	24,766.63	32,330.75	1,201.06	760.97	4,844.30	3,797.02	6,931.06	8,420.98	29,610.93	36,127.78
Total Expenditure	17,705.94	19,156.82	70,520.45	78,403.68	12,010.31	10,699.46	58,675.53	48,734.01	29,716.25	29,856.29	1,29,195.98	1,27,137.68
Profit from operations before other Income and Interest	2,395.66	2,021.58	9,495.25	10,438.01	175.07	462.32	1,830.54	1,385.80	2,570.73	2,483.90	11,325.79	11,823.81
6 Other Income	344.48	307.42	588.49	367.57	-	-	-	-	344.48	307.42	588.49	367.57
7 Profit before Interest	2,740.13	2,329.00	10,083.74	10,805.58	175.07	462.32	1,830.54	1,385.80	2,915.21	2,791.32	11,914.28	12,191.38
8 Interest	101.23	132.24	390.10	529.53	55.16	36.62	252.64	140.77	156.40	168.86	642.75	670.30
9 Profit after Interest but before tax	2,638.90	2,196.76	9,693.64	10,276.05	119.91	425.70	1,577.90	1,245.03	2,758.81	2,622.46	11,271.54	11,521.08
10 Tax expense/provision including FBT	195.33	213.50	1,280.36	1,587.56	(7.80)	106.28	391.22	391.00	187.53	319.78	1,671.58	1,978.56
11 Net Profit after Tax	2,443.57	1,983.26	8,413.28	8,688.49	127.71	319.42	1,186.68	854.03	2,571.28	2,302.68	9,599.96	9,542.51
12 Share in earning of Affiliates	40.40	(153.68)	40.40	(153.68)					40.40	(153.68)	40.40	(153.68)
13 Minority Interest	(306.31)	(270.69)	(1,079.39)	(1,401.40)					(306.31)	(270.69)	(1,079.39)	(1,401.40)
14 Net Profit	2,177.65	1,558.89	7,374.29	7,133.41	127.71	319.42	1,186.68	854.03	2,305.36	1,878.31	8,560.96	7,987.43
15 Paid-up Equity Share Capital (Face Value Re.1/-)									1051.59	1051.59	1051.59	1051.59
16 Reserves & Surplus									39671.54	35337.19	39671.54	35337.19
17 Earning Per Share (Face value Re.1/-each)												
- Basic & Diluted									2.19	1.79	8.14	7.60
18 Public Shareholding												
No. of shares (Face value Re.1/-each)									59687576	57411456	59687576	57411456
% of holding (to total shareholding)									56.76	54.59	56.76	54.59
19 Promoters & Promoter group shareholding												
(a) Pledged / Encumbered												
- Number of shares									1,33,75,000	1,35,00,000	1,33,75,000	1,35,00,000
- % of shares(to total holding of Promoter group)									29.41%	28.27%	29.41%	28.27%
- % of shares(to total share capital of the Company)									12.72%	12.84%	12.72%	12.84%
(b) Non-encumbered												
- Number of shares									3,20,96,730	3,42,47,850	3,20,96,730	3,42,47,850
- % of shares(to total holding of Promoter group)									70.59%	71.73%	70.59%	71.73%
- % of shares(to total share capital of the Company)									30.52%	32.57%	30.52%	32.57%
20 EBITD %	18.33%	16.90%	17.44%	17.65%	1.25%	3.24%	2.85%	2.71%	11.95%	12.23%	11.19%	12.28%
21 PAT %	10.77%	7.50%	9.30%	8.00%	0.84%	2.40%	1.76%	1.70%	7.06%	5.75%	6.07%	5.73%
22 ROCE % (Annualised)	25.57%	21.52%	22.55%	26.05%	8.14%	26.83%	19.89%	23.24%	22.49%	22.17%	22.13%	25.69%
23 RONW % (Annualised)	24.45%	20.24%	21.69%	24.73%	9.23%	31.11%	26.70%	26.81%	22.78%	21.30%	22.20%	24.93%

International : Comprises of Sonata Software Limited, Sonata Software North America Inc (formerly Offshore Digital Services Inc), Sonata Europe Limited, Sonata Software GmbH, TUI InfoTec GmbH & Sonata Software FZ LLC Sonata & its subsidiaries portfolio of Services include IT Consulting Services, Travel Solutions, Application Development, Application Management, Managed Testing, Business Intelligence, Infrastructure Management and Packaged Applications.

Domestic : Sonata Information Technology Limited which is into Indian Operations comprising of Software Product Marketing & Services

Notes:

1. These audited results for the quarter and year ended 31st March, 2011, have been taken on record by the Board at its Meeting held on 20th April, 2011.
2. The Audit Report of the Company for the period bears no qualification.
3. Figures have been regrouped wherever necessary to facilitate comparison.
4. The consolidated segmentwise revenue and results for the quarter and year ended 31st March, 2011 as required under Clause 41 of the Listing Agreement are as follows :

					Figures in Rs. Lakhs			
Particulars	Quarter ended		Year ended		Particulars	Quarter ended		Year ended
	31.03.2011	31.03.2010	31.03.2011	31.03.2010		31.03.2011	31.03.2010	31.03.2010
1. Segment Revenue					Less: Other unallocable expenditure,			
a. Domestic (Sales & Services)	11946.62	11116.19	59794.32	50068.51	Net of Unallocable Income			
b. International (Software Service Exports)	20142.64	20793.66	79540.74	87975.95				
Total	32089.26	31909.85	139335.06	138044.46	a. Domestic (Sales & Services)			
Less : Inter segment revenue					b. International (Software Service Exports)			
Net sales/income from operations	32089.26	31909.85	139335.06	138044.46	Total	-	-	-
2. Segment Results								
Profit(+)/loss(-) before tax & Interest					3. Profit Before Tax			
a. Domestic (Sales & Services)	175.07	462.32	1830.54	1385.80	a. Domestic (Sales & Services)	119.91	425.70	1577.90
b. International (Software Service Exports)	2740.13	2329.00	10083.74	10805.58	b. International (Software Service Exports)	2638.90	2196.76	9693.64
Total	2915.21	2791.32	11914.28	12191.38	Total Profit Before Tax	2758.81	2622.46	11271.54
					4. Capital Employed			
Less: Interest					(Segment assets - Segment liabilities)			
a. Domestic (Sales & Services)	55.16	36.62	252.64	140.77	a. Domestic (Sales & Services)	9477.07	7359.47	9477.07
b. International (Software Service Exports)	101.23	132.24	390.10	529.53	b. International (Software Service Exports)	34322.53	32023.04	34322.53
Total	156.40	168.86	642.75	670.30	Total	43799.61	39382.51	43799.61

5. The consolidated statement of assets and liabilities as on March 31, 2011 as required under Clause 41 of the Listing Agreement is as follows :

Figures in Rs. Lakhs					
Particulars	Year Ended		Particulars	Year Ended	
	31.03.2011	31.03.2010		31.03.2011	31.03.2010
Sources of Funds			Application of Funds		
1. Shareholders' Funds			1. Fixed Assets	17,345.94	18,469.54
a. Capital	1,051.59	1,051.59	2. Investments	1,918.42	4,578.98
b. Reserves and Surplus	39,671.54	35,337.19	3. Deferred Tax Asset	1,665.79	1,566.23
2. Minority Interest	1,826.03	3,966.92	4. Current Assets, Loans and Advances		
3. Loan Funds	3,076.47	2,993.72	a. Inventories	1,018.46	1,472.78
4. Deferred Tax Liability		0.96	b. Sundry Debtors	20,437.32	19,393.15
			c. Cash & Bank Balances	14,916.63	7,310.78
			d. Other Current Assets	1,061.28	908.02
			e. Loans & Advances	18,815.98	18,667.89
			Less: Current Liabilities and Provisions		
			a. Liabilities	22,667.17	21,038.86
			b. Provisions	8,887.01	7,078.11
			Net Current Assets	24,695.49	18,735.63
Total Funds employed	45,625.64	43,350.39	Total Funds applied	45,625.64	43,350.39

FOR AND ON BEHALF OF THE BOARD OF DIRECTORS

B. Ramaswamy
B RAMASWAMY

PRESIDENT & MANAGING DIRECTOR

Place: Mumbai

Date : 20th April, 2011

Audited accounts are available at the website www.sonata-software.com



Sonata Consolidated Q4 FY11 Net Profit at Rs. 23.05 Cr up by 23% YoY

Final Dividend Recommended 100%

Mumbai, April 20, 2011

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

Highlights:

Year

Sonata Software Ltd. – Stand Alone

- o Revenue at US\$ 55.14 Mn (US\$ 50.68 Mn) up 9% YoY
- o Revenue at Rs. 250.36 Cr (Rs. 236.09 Cr) up 6% YoY
- o EBIDTA at Rs. 73.87 Cr (Rs. 69.48 Cr) up 6% YoY
- o Net profit at Rs. 61.86 Cr (Rs.60.20 Cr) up 3% YoY
- o Earnings per share at Rs.5.88 (Rs. 5.72) up 3% YoY
- o Cash & cash equivalents : Rs. 63.09 Cr (Rs. 50.32 Cr)

Sonata Software Ltd. – Consolidated

- o Revenue at Rs. 1393.35 Cr (Rs. 1380.44 Cr) up 1% YoY
- o Net profit at Rs. 85.61 Cr (Rs. 79.87 Cr) up 7% YoY
- o Earnings per share at Rs. 8.14 (Rs. 7.60) up 7% YoY
- o 33 new clients were added during the year as against 19 during last year.
- o Consolidated cash & cash equivalents : Rs. 166.75 Cr (Rs. 107.54 Cr)

Quarter

Sonata Software Ltd. – Stand Alone

- o Revenue at US\$ 13.31 Mn (US\$ 13.19 Mn) up 1% YoY
- o Revenue at Rs. 60.71 Cr (Rs. 58.77 Cr) up 3% YoY
- o EBIDTA at Rs. 17.98 Cr (Rs.16.88 Cr) up 7% YoY
- o Net profit at Rs. 16.11 Cr (Rs. 15.79 Cr) up 2% YoY
- o Earnings per share (Annualised) at Rs. 6.13 (Rs.6.00) up 2% YoY

Sonata Software Ltd. – Consolidated

- o Revenue at Rs. 320.89 Cr (Rs.319.10 Cr) up 1% YoY
- o Net profit at Rs. 23.05 Cr (Rs.18.78 Cr) up 23% YoY
- o Earnings per share (Annualized) at Rs. 8.77 (Rs. 7.14) up 23% YoY

** Figures shown in brackets pertains to relevant period of Previous year*



Significant Projects:

For a housing organisation, Sonata is implementing an integrated and scalable Enterprise Resource Planning (ERP) solution to help them enhance their IT infrastructure set up and streamline their business processes. Powered by SonnetCONSTRUCT, the implementation will establish smooth information flow across the organisation, enhance business agility, reduce cost and increase productivity. SonnetCONSTRUCT is Sonata's solution framework for the construction and real estate industry and is built on Microsoft Dynamics AX 2009. The implementation will also help them to improve customer service and increase profits.

A leading manufacturer of packaging solutions, paper products and technologically-advanced plastic cards has partnered with Sonata for the implementation of an ERP solution built on Microsoft Dynamics AX 2009. The implementation will cover the organization's Finance, Logistics, Manufacturing, HR and Service Management functions and help them to streamline and integrate all their diversified business units and 9 manufacturing divisions. This will help them to make insightful decisions, simplify their daily operations, standardize processes and thereby reduce overall costs.



Sonata Software Ltd Financial results - Consolidated

(In Rs. Cr.)

Revenues	Quarter 4 10-11	Quarter 4 09-10	Year 10-11	Year 09-10
International				
- IT Services	72.66	65.31	290.40	266.24
-TUI InfoTec	128.75	141.33	503.98	610.60
Domestic - Sonata Information Technology Ltd.	119.49	112.46	598.97	503.61
Consolidated	320.89	319.10	1,393.35	1,380.44

EBIDTA	Quarter 4 10-11	Quarter 4 09-10	Year 10-11	Year 09-10
International				
- IT Services	19.55	16.72	76.48	68.91
-TUI InfoTec	17.93	18.79	64.08	87.71
Domestic - Sonata Information Technology Ltd.	1.52	4.40	17.27	14.47
Consolidated	39.00	39.91	157.83	171.09

PAT	Quarter 4 10-11	Quarter 4 09-10	Year 10-11	Year 09-10
International				
- IT Services	18.05	15.73	66.01	61.11
-TUI InfoTec	4.64	0.52	11.12	11.14
Domestic - Sonata Information Technology Ltd.	0.37	2.53	8.48	7.62
Consolidated	23.05	18.78	85.61	79.87

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, Sonata Software North America Inc. (Formerly known as Offshore Digital Services Inc.), Sonata Software GmbH, Sonata Europe Limited and Sonata Software FZ LLC.
- 3) IT Services comprises of Sonata Software Limited, Sonata Software North America Inc. (Formerly known as Offshore Digital Services Inc.), Sonata Software GmbH, Sonata Europe Limited and Sonata Software FZ LLC
- 4) Consolidated PAT is after minority interest
- 5) Intercompany revenues between IT Services and TUI Infotec have been adjusted
- 6) Translation loss / gain on account of TUI Consolidation is adjusted in TUI Infotec



About Sonata Software Limited

Sonata Software (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.

For further information, please contact :

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INVESTOR UPDATE FOR THE QUARTER AND YEAR ENDED 31st MARCH 2011 FINANCIALS

Sonata Software Ltd Financial results - Consolidated

(In Rs. Cr.)

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Performance Metrics

Particulars		Q1 2010-11	Q2 2010-11	Q3 2010-11	Q4 2010-11	Year 2010-11	Year 2009-10
Revenue Metrics							
<i>Geography split</i>	International services						
USA		56.35%	55.54%	53.79%	53.84%	54.34%	45.51%
Europe incl UK		36.35%	36.11%	35.59%	35.87%	36.49%	47.77%
Rest of World		7.30%	8.35%	10.62%	10.30%	9.16%	6.72%
<i>Onsite/Offshore mix</i>	International services						
Onsite		27.17%	26.35%	29.15%	28.55%	28.40%	27.03%
Offshore		72.83%	73.65%	70.85%	71.45%	71.60%	72.97%
<i>New clients added</i>	International services	9	9	8	7	33	19
<i>Concentration - Top 10 customers</i>	International services	79.41%	77.61%	77.59%	78.30%	78.15%	75.54%
<i># of Fortune 500 accounts</i>	International services	8	8	8	7	8	9
<i># of million dollar clients</i>	International services	14	13	14	13	13	14
<i>Split by service offering and industry</i>	International services						
Travel & Tourism		33.29%	33.48%	33.90%	34.02%	33.65%	43.13%
IT /ISV (S/w Product Co.)		40.80%	38.30%	37.95%	38.93%	38.85%	29.22%
Others		25.91%	28.22%	28.15%	27.05%	27.50%	27.65%
<i>Effective realization rates in Rupees</i>	Stand alone						
US Dollar		47.64	46.79	47.72	48.27	47.59	45.01
Euro		67.98	68.09	68.22	71.09	68.81	66.34
GBP		79.30	78.04	78.65	79.08	78.74	76.77
People Metrics							
<i># of employees</i>	Consolidated	2,835	2,902	2,864	2,883	2,883	2,801
	Stand alone	2,160	2,220	2,181	2,221	2,221	2,124
<i>Employee Utilization %</i>	Stand alone	77%	80%	79%	79%	79%	74%
Balance Sheet							
<i>Return on net worth (RONW)</i>	Consolidated	19.71%	26.30%	19.57%	22.78%	22.20%	24.93%
<i>(Annualised)</i>							
<i>Return on Capital employed (ROCE)</i>	Consolidated	19.53%	24.88%	19.41%	22.49%	22.13%	25.69%
<i>(Annualised)</i>							
<i>Debtors no. of days sales</i>	Stand alone	84	86	103	91	88	87

Stand alone relates to Sonata Software Limited.

International Services comprises of Sonata Software Limited, Sonata Software North America Inc.(Formerly known as Offshore Digital Services Inc.) , Sonata Software GmbH, Sonata Europe Limited and Sonata Software FZ LLC.

Consolidated includes Sonata Software Limited, Sonata Information Technology Limited, TUI InfoTec, Sonata Software North America Inc. (Formerly known as Offshore Digital Services Inc)., Sonata Software GmbH, Sonata Europe Limited and Sonata Software FZ LLC.