

SONATA



SONATA SOFTWARE LIMITED

1/4, A.P.S. TRUST BUILDING, BULL TEMPLE ROAD,

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

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



May 30, 2013

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, 2013**
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 30th May, 2013. We are sending herewith highlights of the financial results in the prescribed format.

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

Also note that the detailed financials and the Investor Presentation have been uploaded in our website www.sonata-software.com under Investors Section.

Kindly take the same on record.

Thanking you,

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

PRIYA MANOJ JASWANI
COMPANY SECRETARY

CC to : The National Stock Exchange Ltd - Mumbai

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

Part I		(₹ in lakhs)				
Statement of Standalone Audited Financial Results for the Year Ended 31/03/2013						
Sr #	Particulars	3 months ended 31/03/2013 Refer Note 2	Preceeding 3 months ended 31/12/2012	Corresponding 3 months ended 31/03/2012	Year to date figures for Current Year ended 31/03/2013	Year to date figures for Current Year ended 31/03/2012
		(Audited)	(Unaudited)	(Audited)	(Audited)	(Audited)
1	Income from operations					
	(a) Net sales/income from operations	6,163.91	5,721.55	5,190.06	23,162.28	22,340.17
	(b) Other operating income	18.84	50.05	52.36	135.13	197.21
	Total income from operations (net)	6,182.75	5,771.60	5,242.42	23,297.41	22,537.38
2	Expenses					
	(a) Employee benefits expense	3,142.77	3,458.74	3,555.34	12,918.74	14,611.56
	(b) Depreciation and amortisation expense	230.50	250.73	253.05	972.16	1,077.10
	(c) Other expenses	1,405.21	1,610.21	1,527.94	6,274.87	6,012.23
	(d) Net Exchange (Gain)/ Loss	473.77	468.12	417.79	1,808.14	(357.41)
	Total expenses	5,252.25	5,787.80	5,754.12	21,973.91	21,343.48
3	Profit / (Loss) from operations before other income, finance costs and exceptional items	930.50	(16.20)	(511.70)	1,323.50	1,193.90
4	Other income	186.78	267.23	194.65	1,051.19	835.40
5	Profit / (Loss) from ordinary activities before finance costs and exceptional items	1,117.28	251.03	(317.05)	2,374.69	2,029.30
6	Finance costs	4.52	0.02	0.02	5.30	1.58
7	Profit / (Loss) from ordinary activities after finance costs but before exceptional items	1,112.76	251.01	(317.07)	2,369.39	2,027.72
8	Exceptional items	-	-	-	-	-
9	Profit / (Loss) from ordinary activities before tax	1,112.76	251.01	(317.07)	2,369.39	2,027.72
10	Tax expense	238.94	177.51	(15.56)	793.40	537.14
11	Net Profit / (Loss) from ordinary activities after tax	873.82	73.50	(301.51)	1,575.99	1,490.58
12	Extraordinary items (net of tax expenses)	-	-	-	-	-
13	Net Profit / (Loss) for the period	873.82	73.50	(301.51)	1,575.99	1,490.58
14	Share of profit / (loss) of associates	-	-	-	-	-
15	Minority interest	-	-	-	-	-
16	Net Profit / (Loss) after taxes, minority interest and share of profit / (loss) of associates	873.82	73.50	(301.51)	1,575.99	1,490.58
17	Paid-up equity share capital (Face Value ₹. 1/-)	105,159,306	105,159,306	105,159,306	105,159,306	105,159,306
18	Reserve excluding Revaluation Reserves as per balance sheet of previous accounting year				29,920.08	28,818.60
19 (i)	Earnings per share (before extraordinary items) (of ₹. 1/- each) (not annualised):					
	(a) Basic	0.83	0.07	(0.29)	1.50	1.42
	(b) Diluted	0.83	0.07	(0.29)	1.50	1.42
19(ii)	Earnings per share (after extraordinary items) (of ₹. 1/- each) (not annualised):					
	(a) Basic	0.83	0.07	(0.29)	1.50	1.42
	(b) Diluted	0.83	0.07	(0.29)	1.50	1.42

Part II Information for the Quarter and Year Ended 31/03/2013 (₹ in lakhs)						
Sr #	Particulars	As at 31/03/2013	As at 31/12/2012	As at 31/03/2012	As at 31/03/2013	As at 31/03/2012
A	PARTICULARS OF SHAREHOLDING					
1	Public Shareholding					
	- Number of Shares	70,672,805	65,411,805	65,372,819	70,672,805	65,372,819
	- Percentage of shareholding	67.21%	62.20%	62.17%	67.21%	62.17%
2	Promoters and Promoter Group Shareholding					
a)	Pledged / Encumbered					
	- Number of shares	3,198,614	8,825,000	14,125,000	3,198,614	14,125,000
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	9.27%	22.20%	35.50%	9.27%	35.50%
	- Percentage of shares (as a % of the total share capital of the company)	3.04%	8.39%	13.43%	3.04%	13.43%
b)	Non-encumbered					
	- Number of shares	31,287,887	30,922,501	25,661,487	31,287,887	25,661,487
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	90.73%	77.80%	64.50%	90.73%	64.50%
	- Percentage of shares (as a % of the total share capital of the company)	29.75%	29.41%	24.40%	29.75%	24.40%

Particulars	Quarter ended 31/03/2013
B INVESTOR COMPLAINTS	
Pending at the beginning of the quarter	-
Received during the quarter	17
Disposed of during the quarter	17
Remaining unresolved at the end of the quarter	-

The Standalone statement of assets and liabilities for the year ended 31st March, 2013 as required under Clause 41 of the Listing Agreement

Sr #	Particulars	As at 31/03/2013 (Audited)	As at 31/03/2012 (Audited)
A	EQUITY AND LIABILITIES		
1	Shareholders' Funds		
	(a) Share Capital	1,051.59	1,051.59
	(b) Reserves and Surplus	29,920.06	28,818.60
	Sub Total - Shareholders' Funds	30,971.67	29,870.19
2	Minority Interest		
3	Non-current liabilities		
	(a) Long-term borrowings	-	-
	(b) Deferred tax liabilities (net)	-	-
	(c) Other long-term liabilities	-	175.34
	(d) Long-term provisions	570.59	552.74
	Sub Total Non current liabilities	570.59	728.08
4	Current liabilities		
	(a) Short-term borrowings	1,678.22	-
	(b) Trade payables	1,731.64	1,658.13
	(c) Other current liabilities	647.83	1,998.49
	(d) Short term provisions	1,603.95	364.43
	Sub Total Current liabilities	5,661.64	4,021.05
	TOTAL EQUITY AND LIABILITIES	37,203.90	34,619.32
B	ASSETS		
1	Non-current assets		
	(a) Fixed assets	2,063.90	2,952.00
	(b) Non-current Investments	8,426.37	9,082.04
	(c) Deferred tax assets (net)	283.03	627.90
	(d) Long-term loans and advances	6,395.55	5,901.42
	(e) Other non-current assets	-	-
	Sub Total Non current assets	17,168.85	18,563.36
2	Current assets		
	(a) Current Investments	2,176.93	2,200.75
	(b) Inventories	-	-
	(c) Trade receivables	5,862.25	6,245.36
	(d) Cash & Cash equivalents	7,914.51	4,431.18
	(e) Short-term loans and advances	3,728.92	3,052.88
	(f) Other current assets	352.44	125.79
	Sub Total Current assets	20,035.05	16,055.96
	TOTAL ASSETS	37,203.90	34,619.32

Notes:

- The above audited financial results of the Company has been reviewed by the Audit Committee and approved by the Board of Directors at their meeting held on 30 th May, 2013.
- The figures for the quarter ended March 31, 2013, are balancing figures arrived at based on audit results of the full financial year and published year todate unaudited figures for nine months ended December 31, 2012.
- Segment results have not been disclosed in the Standalone results since the Company operates in only one Segment viz International (Software Service exports).
- A final dividend of ₹. 1.25/- per share (125% on par value of ₹.1/-) has been recommended at the Board Meeting, subject to the approval of the Shareholders. This along with the interim dividend of ₹. 0.50/- per share raises the total dividend for the year to ₹. 1.75/- per share.
- The Register of Members and Share Transfer Books will remain closed from 30th July, 2013 to 6th August, 2013 (both days inclusive). The Annual General Meeting has been scheduled to be held on 6th August 2013.
- Previous year figures have been regrouped/reclassified wherever necessary to confirm to current period's classification

Place: Mumbai
Date : May 30, 2013

FOR AND ON BEHALF OF THE BOARD OF DIRECTORS

P SRIKAR REDDY
MANAGING DIRECTOR & CEO

Part I						
(₹ in lakhs)						
Statement of Consolidated Audited Financial Results Year Ended 31/03/2013						
Sr #	Particulars	3 months ended 31/03/2013 Refer note 2	Preceding 3 months ended 31/12/2012	Corresponding 3 months ended 31/03/2012	Year to date figures for Current Year ended 31/03/2013	Year to date figures for Current Year ended 31/03/2012
		(Audited)	(Unaudited)	(Audited)	(Audited)	(Audited)
1	Income from operations					
	(a) Net sales/income from operations	25,901.18	39,475.56	31,630.44	130,985.72	156,147.85
	(b) Other operating income	16.89	53.00	220.87	123.58	626.51
	Total income from operations (net)	25,918.07	39,528.56	31,851.31	131,109.30	156,774.36
2	Expenses					
	(a) Purchases of stock-in-trade	14,387.21	28,851.14	13,211.53	85,085.06	76,972.25
	(b) Changes in inventories of stock-in-trade	628.72	(32.66)	(714.93)	3,961.37	(3,022.12)
	(c) Employee benefits expense	5,659.09	5,883.48	11,313.22	22,535.55	45,584.82
	(d) Depreciation and amortisation expense	241.54	260.17	1,298.83	1,008.15	4,590.67
	(e) Other expenses	2,785.37	2,954.57	7,188.48	11,936.89	32,382.40
	(f) Net Exchange (Gain)/ Loss	1,045.11	285.20	632.65	2,261.13	(342.46)
	Total expenses	24,747.04	38,201.90	32,929.78	126,788.15	156,165.56
3	Profit / (Loss) from operations before other income, finance costs and exceptional items	1,171.03	1,326.66	(1,078.47)	4,321.15	608.80
4	Other income	137.26	161.34	95.60	619.55	970.14
5	Profit / (Loss) from ordinary activities before finance costs and exceptional items	1,308.29	1,488.00	(982.87)	4,940.70	1,578.94
6	Finance costs	127.81	213.88	418.27	588.89	1,180.86
7	Profit / (Loss) from ordinary activities after finance costs but before exceptional items	1,180.48	1,274.12	(1,401.14)	4,351.81	398.08
8	Exceptional items (Refer Note 4 & 5)					
	(i) Loss on sale of subsidiary	-	-	-	5,805.57	-
	(ii) Restructuring costs	-	-	756.54	-	1,189.44
9	Profit / (Loss) from ordinary activities before tax	1,180.48	1,274.12	(2,157.68)	(1,453.76)	(791.36)
10	Tax expense	484.94	409.89	78.60	1,355.94	941.70
11	Net Profit / (Loss) from ordinary activities after tax	695.54	864.23	(2,236.28)	(2,809.70)	(1,733.06)
12	Extraordinary items (net of tax expenses)	-	-	-	-	-
13	Net Profit / (Loss) for the period	695.54	864.23	(2,236.28)	(2,809.70)	(1,733.06)
14	Share of profit / (loss) of associates	-	-	232.44	-	232.44
15	Minority interest	1.10	0.94	639.15	4.28	1,241.63
16	Net Profit / (Loss) for the period	696.64	865.17	(1,364.69)	(2,805.42)	(258.99)
17	Paid-up equity share capital (Face Value ₹. 1 /-)	105,159,306	105,159,306	105,159,306	105,159,306	105,159,306
18	Reserve excluding Revaluation Reserves as per balance sheet of previous accounting year				33,121.64	36,401.56
19(i)	Earnings per share (before extraordinary items) (of ₹ 1/- each) (not annualised):					
	(a) Basic	0.66	0.82	(1.30)	(2.67)	(0.25)
	(b) Diluted	0.66	0.82	(1.30)	(2.67)	(0.25)
19(ii)	Earnings per share (after extraordinary items) (of ₹ 1/- each) (not annualised):					
	(a) Basic	0.66	0.82	(1.30)	(2.67)	(0.25)
	(b) Diluted	0.66	0.82	(1.30)	(2.67)	(0.25)

SONATA SOFTWARE LIMITED						
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Corporate Office: 1/4, A.P.S Trust Building, Bull Temple Road, N.R. Colony, Bangalore - 560 019						
Part II						(₹ in lakhs)
Information for the Quarter and Year Ended 31/03/2013						
Sr #	Particulars	As at 31/03/2013	As at 31/12/2012	As at 31/03/2012	As at 31/03/2013	As at 31/03/2012
A	PARTICULARS OF SHAREHOLDING					
1	Public Shareholding					
	- Number of Shares	70,672,805	65,411,805	65,372,819	70,672,805	65,372,819
	- Percentage of shareholding	67.21%	62.20%	62.17%	67.21%	62.17%
2	Promoters and Promoter Group Shareholding					
a)	Pledged / Encumbered					
	- Number of shares	3,198,614	8,825,000	14,125,000	3,198,614	14,125,000
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	9.27%	22.20%	35.50%	9.27%	35.50%
	- Percentage of shares (as a % of the total share capital of the company)	3.04%	8.39%	13.43%	3.04%	13.43%
b)	Non - encumbered					
	- Number of shares	31,287,887	30,922,501	25,661,487	31,287,887	25,661,487
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	90.73%	77.80%	64.50%	90.73%	64.50%
	- Percentage of shares (as a % of the total share capital of the company)	29.75%	29.41%	24.40%	29.75%	24.40%

	Particulars	Quarter ended 31/03/2013
B	INVESTOR COMPLAINTS	
	Pending at the beginning of the quarter	-
	Received during the quarter	17
	Disposed of during the quarter	17
	Remaining unresolved at the end of the quarter	-

The Consolidated statement of assets and liabilities for the year ended 31st March, 2013 as required under Clause 41 of the Listing Agreement

(₹ in lakhs)			
Sr #	Particulars	As at 31/03/2013 (Audited)	As at 31/03/2012 (Audited)
A	EQUITY AND LIABILITIES		
1	Shareholders' Funds		
	(a) Share Capital	1,051.59	1,051.59
	(b) Reserves and Surplus	33,121.64	36,401.56
	Sub Total - Shareholders' Funds	34,173.23	37,453.15
2	Minority Interest	5.41	517.86
3	Non-current liabilities		
	(a) Long-term borrowings	-	375.26
	(b) Other long-term liabilities	-	2,257.09
	(c) Long-term provisions	841.02	9,855.38
	Sub Total Non current liabilities	841.02	12,487.73
4	Current liabilities		
	(a) Short-term borrowings	1,678.22	3,747.38
	(b) Trade payables	15,537.32	21,863.65
	(c) Other current liabilities	2,178.97	4,366.69
	(d) Short term provisions	1,608.87	455.48
	Sub Total Current liabilities	21,003.38	30,433.20
	TOTAL EQUITY AND LIABILITIES	56,023.04	80,891.94
B	ASSETS		
1	Non-current assets		
	(a) Fixed assets	2,163.50	9,495.89
	(b) Goodwill	-	9,498.83
	(c) Non-current Investments	0.31	214.17
	(d) Deferred tax assets	385.86	1,092.11
	(e) Long-term loans and advances	16,354.92	16,299.19
	(f) Other non-current assets	2,773.00	282.23
	Sub Total Non current assets	21,677.59	36,882.42
2	Current assets		
	(a) Current Investments	2,176.93	2,200.75
	(b) Inventories	79.20	4,040.58
	(c) Trade receivables	14,130.27	19,640.75
	(d) Cash & Cash equivalents	13,549.25	12,173.07
	(e) Short-term loans and advances	3,288.61	4,964.90
	(f) Other current assets	1,121.19	989.47
	Sub Total Current assets	34,345.45	44,009.52
	TOTAL ASSETS	56,023.04	80,891.94

Notes:

- 1 The above audited financial results of the Company has been reviewed by the Audit Committee and approved by the Board of Directors at their meeting held on May 30, 2013.
- 2 The figures for the quarter ended March 31, 2013, are balancing figures between the audited figures arrived at based on audit results of the full financial year and published year to date unaudited figures for nine months ended December 31, 2012.
- 3 Consolidated financials include subsidiaries i.e, Sonata Information Technology Limited, Sonata Software North America Inc., Sonata Technology Solutions (India) Limited, Sonata Software GmbH, Sonata Europe Limited, Sonata Software FZ LLC and Sonata Software Qatar LLC.
- 4 The Company's subsidiary Sonata Europe Limited executed a Share purchase and Joint Venture termination agreement on September 28, 2012 to sell its 50.1% shareholding in its step-down subsidiary TUI InfoTec GmbH ('TUI') to Leibniz-Service GmbH ('the purchaser') with an effective date of transfer and assignment being October 1, 2011. The purchaser assumed all losses of TUI commencing from October 1, 2011. TUI business included providing information technology services, and IT infrastructure support services which were included under International Segment in previous year ended March 31, 2012.

The total purchase consideration of ₹ 410,100,000 (Euro 6 million), is payable on a deferred payment basis spread over a three year period ending March 31, 2015. The consideration receivable as on March 31, 2013 of ₹ 277,300,056 has been included under other non-current assets. The loss on disposal of TUI of ₹ 580,557,355 (net off the loss of ₹ 130,502,537 recognized in the period 1 October 2011 to 31 March 2012) is included under Exceptional items.

Consequent to the sale of TUI, the operations of this subsidiary are not included in the consolidated results with effect from April 1, 2012; accordingly the figures for the quarter end and for the year ended March 31, 2013 are not comparable with the quarter and the previous year ended March 31, 2012.

The above results include the following profit/ (loss) from operations of TUI as were consolidated in quarter and year ended March 31, 2012 :

Particulars	(₹ in lakhs)	
	Quarter ended 31/03/2012	Previous year Ended 31/03/2012
	(Audited)	(Audited)
1. Income from operations		
(a) Net sales/income from operations	12,274.47	53,273.95
(b) Other operating income	36.26	376.63
Total income from operations (net)	12,310.73	53,650.58
2. Expenses		
(a) Purchases of stock-in-trade	37.71	43.52
(b) Changes in inventories of stock-in-trade	-37.71	122.64
(c) Employee benefits expense	6,188.57	24,705.45
(d) Depreciation and amortisation expense	1,040.19	3,493.00
(e) Other expenses	5,759.83	26,157.99
Total expenses	12,988.59	54,522.60
3. Profit / (Loss) from operations before other income, finance costs and exceptional items	-677.86	-872.02
4. Other income	18.10	69.61
5. Profit / (Loss) from ordinary activities before finance costs and exceptional items	-659.76	-802.41
6. Finance costs	131.04	506.47
7. Profit / (Loss) from ordinary activities after finance costs but before exceptional items	-790.80	-1,308.88
8. Exceptional Items Restructuring costs (Refer Note 5)	756.54	1,189.44
9. Profit / (Loss) from ordinary activities before tax	-1,547.34	-2,498.32
10. Tax expense	12.37	293.36
11. Net Profit / (Loss) from ordinary activities after tax	-1,559.71	-2,791.68
12. Minority interest	869.93	1,471.87
13. Net Profit / (Loss) for the period	-689.78	-1,319.81

Had the loss on sale of TUI been recorded as on October 1, 2011, the Net Profit and EPS for the year ended March 31, 2013, and quarter and year ended March 31, 2012, would have been as under:

Particulars	Quarter ended 31/03/2012	Year Ended 31/03/2013	Previous year Ended 31/03/2012
	(Audited)	(Audited)	(Audited)
Net Profit / (Loss) for the period	-674.91	3,000.15	-6,064.54
Earnings per share of Re 1/- each (not annualised)			
(a) Basic	(0.64)	2.85	(5.77)
(b) Diluted	(0.64)	2.85	(5.77)

- 5 Exceptional items for quarter ended and year ended March 31, 2012, relate to accrual of employee restructuring costs on account of early retirement in TUI InfoTec GmbH.
- 6 The consolidated segmentwise revenue and results for the quarter and year ended March 31, 2013 excluding TUI operations wef April 1, 2012 (Refer Note 4 above) as required under Clause 41 of the Listing Agreement are as follows :

(₹ in lakhs)

Particulars	Quarter ended			Year ended	
	31/03/2013	31/12/2012	31/03/2012	31/03/2013	31/03/2012
1. Segment Revenue					
a. Domestic (Sales & Services)	17,190.03	31,230.17	13,759.24	97,867.88	79,351.67
b. International (Software Service Exports)	8,732.27	8,399.26	18,097.87	33,443.26	77,562.86
Total	25,922.30	39,629.43	31,857.11	131,311.14	156,914.53
Less : Inter segment revenue	4.23	100.87	5.80	201.84	140.17
Net sales/income from operations	25,918.07	39,528.56	31,851.31	131,109.30	156,774.36
2. Segment Results					
Profit/(loss) before tax & Interest					
a. Domestic (Sales & Services)	590.99	650.80	(41.02)	2,134.34	(324.77)
b. International (Software Service Exports)	580.04	675.86	(1,037.45)	2,186.81	933.57
Total	1,171.03	1,326.66	(1,078.47)	4,321.15	608.80
Less: Finance costs	127.81	213.88	418.27	588.89	1,180.86
Less: Other unallocable expenditure					
Net of Unallocable Income	137.26	161.34	95.60	619.55	970.14
3. Profit Before Tax and exceptional item	1,180.48	1,274.12	(1,401.14)	4,351.81	398.08
Exceptional item (Refer Note 4 & 5)					
(i) Loss on sale of subsidiary	-	-	-	5,805.57	-
(ii) Restructuring costs	-	-	756.54	-	1,189.44
Profit Before Tax	1,180.48	1,274.12	(2,157.68)	(1,453.76)	(791.36)
4. Capital Employed					
(Segment assets - Segment liabilities)					
a. Domestic (Sales & Services)	(2,642.34)	(1,870.34)	(1,062.04)	(2,642.34)	(1,062.04)
b. International (Software Service Exports)	23,533.94	22,690.25	27,667.55	23,533.94	27,667.55
c. Unallocated	13,281.63	13,260.41	10,847.64	13,281.63	10,847.64
Total	34,173.23	34,080.32	37,453.15	34,173.23	37,453.15

- 7 Previous year figures have been regrouped/reclassified wherever necessary to confirm to current period's classification

Place: Bangalore
Date : May 30, 2013

FOR AND ON BEHALF OF THE BOARD OF DIRECTORS

P SRIKANT REDDY
MANAGING DIRECTOR & CEO



**Sonata Software - Consolidated FY13 Revenues at ₹ 1,311 Crores; a year over year growth of 23%
Board recommends a final dividend of ₹ 1.25 per share taking the total for the year to ₹ 1.75.**

Mumbai, May 30, 2013

Sonata Software, an IT consulting and software services provider, today reported its audited financial results for the year ended March 31, 2013.

Sonata Software Limited - Segmental Financial highlights

Sonata Software Limited - Segmental Financial highlights						₹ (in 'Crores)		
Description	For the Quarter ended			QoQ	YoY	For the Year ended		YoY
	31.3.2013	31.12.2012	31.3.2012			31.3.2013*	31.3.2012**	
Revenues								
International IT Services	88.08	84.17	66.95	5%	32%	335.38	276.67	21%
Domestic- Products & Services	171.14	312.18	137.59	-45%	24%	977.73	793.52	23%
Consolidated #	259.18	395.33	204.48	-34%	27%	1,311.09	1,068.79	23%
EBITDA								
International IT Services	10.12	12.20	(0.15)	-17%	7012%	43.20	37.57	15%
Domestic- Products & Services	6.27	7.10	1.28	-12%	389%	22.33	3.00	644%
Consolidated #	15.50	17.48	(0.65)	-11%	2470%	59.49	34.78	71%
PAT								
International IT Services	4.10	6.11	(2.66)	-33%	254%	20.56	20.35	1%
Domestic- Products & Services	2.87	2.55	(4.09)	13%	170%	9.44	(9.74)	197%
Consolidated PAT Before exceptional items #	6.97	8.65	(6.75)	-19%	203%	30.00	10.61	183%
Exceptional items of Discontinued Operations of subsidiary:								
(i) Loss on sale of subsidiary TUI InfoTec	-					(58.06)		
(ii) Loss after tax on TUI InfoTec	-		(6.90)				(13.20)	
Consolidated PAT after Exceptional Items #	6.97	8.65	(13.65)			(28.05)	(2.59)	

The above financials by segment are after appropriate intercompany adjustments.

Consolidated financials include subsidiaries i.e., Sonata Information Technology Limited, Sonata Software North America Inc., Sonata Technology Solutions (India) Limited, Sonata Software GmbH, Sonata Europe Limited, Sonata Software FZ LLC and Sonata Software Qatar LLC.

* These numbers are for the Continuing operations, and thus, are after the de-consolidation of the financials of TUI InfoTec GmbH the erstwhile step-down subsidiary of the Company. The 50.1% shareholding in the TUI InfoTec GmbH was divested on 30th September, 2012.

** Re-casted numbers of previous year excluding results of TUI InfoTec GmbH. Re-cast done for effective comparison between the continuing business in the current year to the previous.



Highlights for the Year and quarter for continuing operations:

• **Consolidated results:**

- Annual Revenues at ₹ 1,311 Crores showing a YoY growth of 23% for the year and 27% for the quarter;
- EBITDA at ₹59.49 Crores showing a YoY growth of 71% for the year;
- PAT before exceptional items is at ₹30 Crores a YoY growth of 183% for the year;
- Cash reserves (net of borrowings) of ₹140 Crores.

• **International IT Services:**

- Revenue growth YoY of 21% for the year and 32% for the quarter;
- EBITDA of ₹ 43.20 crores showing a YoY growth of 15% for the year;
- PAT of ₹ 20.56. On a YoY basis growth was flat at 1%.

• **Domestic Products & Services :**

- Revenue of ₹ 977.73 crores showing a YoY growth of 23% for the year and 24% for the quarter;
- EBITDA of ₹ 22.33 crores showing a YoY growth of 644% for the year and 389% for the quarter;
- PAT ₹ 9.44 crores showing a YoY growth of 197% for the year and 170% for the quarter.

Consolidated revenues in continuing operations have recorded highest ever revenues since inception at Rs 1,311 crores. Breaking away from the previous year, the Company has returned to healthy profits after tax on a consolidated basis at Rs. 30 crores. The Company achieved the above turnaround through:

- a) Divestment of its loss making Joint Venture - TUI InfoTec GmbH;
- b) Completely restructuring the Domestic products and services business by re-aligning and changing the product mix and controlled write offs; and
- c) Stabilising the Software services business and subsequently driving growth and profitability in the same.

The Company delivered on its focus for the year – “Stability and Growth”. Efforts during the year largely revolved around investments in existing customers and building on the Company’s existing verticals and strengths. Further, even while executing the turnaround to ensure future growth, the Company invested in areas of new technology such as Mobility, Analytics, Cloud and Social media. Existing partnerships and alliance with large technology majors like Microsoft, Oracle and SAP were strengthened and new alliances made with leaders like TIBCO (for enterprise social media), Hybris (e-commerce), etc.

Speaking on the results Mr. Srikar Reddy, Managing Director & CEO of the Company said “We are pleased with the progress we have made in the last financial year. This has been the result of a committed team focused on delivering excellence. We will continue to stay razor sharp focused on



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this aspect and by investing in verticals of choice and technologies like, Social, Cloud, Big Data and Analytics, and Mobile.

About Sonata Software Limited

Sonata Software, headquartered in Bangalore, India, is an IT consulting and software services company delivering transformational IT solutions through customer specific Centers of Excellence. Sonata serves Software Product Companies, and enterprises in the Travel, Manufacturing, Retail and Distribution verticals across the globe. Its key service lines include Business Intelligence and Analytics, Application Development Management (ADM), Mobility, Cloud, Social Media, Testing, Enterprise Services (ERP and CRM), and Infrastructure Management services. Sonata has strategic alliances with global technology majors like Microsoft, SAP, IBM, Oracle, and HP to deliver innovative solutions.

Sonata operates globally through its subsidiaries and affiliates that include (1) Sonata Software North America Inc, which provides development and consulting services to clients using an Onsite-Offshore Delivery Model, (2) Sonata Software FZ LLC – Sonata's fully-owned subsidiary IT solutions to customers in the Middle East, (3) Sonata Software (Qatar) LLC – Sonata's Joint Venture with Mohammad Nasser Abdullah Al MISNAD 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:

Swati Sengupta
Sonata Software Limited
A.P.S. Trust Building,
Bull Temple Road, N.R. Colony
Basavanagudi,
Bangalore 560019, India
Tel : +91 80 30971999
swati.sengupta@sonata-software.com