

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



February 8, 2014

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

Dear Sir/Madam,

**SUB : UN-AUDITED RESULTS FOR THE QUARTER AND NINE
MONTHS ENDED 31ST DECEMBER, 2013
REF : CLAUSE 41 OF THE LISTING AGREEMENT**

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

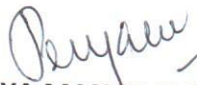
A copy of the press release is enclosed for your reference.

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**

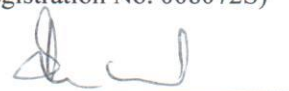

PRIYA MANOJ JASWANI
COMPANY SECRETARY

CC to : The National Stock Exchange Ltd – Mumbai

**INDEPENDENT AUDITORS' REVIEW REPORT
TO THE BOARD OF DIRECTORS OF
SONATA SOFTWARE LIMITED**

1. We have reviewed the accompanying Statement of Standalone Unaudited Financial Results of **SONATA SOFTWARE LIMITED** ("the Company") for the Quarter & Nine Months ended December 31, 2013 ("the Statement"), being submitted by the Company pursuant to Clause 41 of the Listing Agreements with the Stock Exchanges, except for the disclosures in Part II - Select Information referred to in paragraph 4 below. This Statement is the responsibility of the Company's Management and has been approved by the Board of Directors. Our responsibility is to issue a report on the Statement based on our review.
2. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 'Review of Interim Financial Information Performed by the Independent Auditor of the Entity', issued by the Institute of Chartered Accountants of India. This Standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of Company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.
3. Based on our review conducted as stated above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the Accounting Standards notified under the Companies Act, 1956 (which continue to be applicable in respect of Section 133 of the Companies Act, 2013 in terms of General Circular 15/2013 dated September 13, 2013 of the Ministry of Corporate Affairs) and other recognised accounting practices and policies, has not disclosed the information required to be disclosed in terms of Clause 41 of the Listing Agreements with the Stock Exchanges, including the manner in which it is to be disclosed, or that it contains any material misstatement.
4. Further, we also report that we have traced the number of shares as well as the percentage of shareholding in respect of the aggregate amount of public shareholding and the number of shares as well as the percentage of shares pledged/encumbered and non-encumbered in respect of the aggregate amount of promoters and promoter group shareholding in terms of Clause 35 of the Listing Agreements and the particulars relating to investor complaints disclosed in Part II - Select Information for the Quarter & Nine Months Ended December 31, 2013 of the Statement, from the details furnished by the Management/Registrars.

For **DELOITTE HASKINS & SELLS**
Chartered Accountants
(Firm Registration No. 008072S)



V. Srikumar
Partner
(Membership No. 84494)

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

(₹ in lakhs)

Part I

Statement of Standalone Unaudited Financial Results for the Quarter & Nine Months Ended December 31, 2013

Sr #	Particulars	Three months ended December 31, 2013	Preceding three months ended September 30, 2013	Corresponding three months ended December 31, 2012	Nine months ended December 31, 2013	Nine months ended December 31, 2012	Year to date figures for Previous Year ended March 31, 2013
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
1	Income from operations	8,953.18	8,377.97	5,721.55	23,890.56	16,998.37	23,162.28
	(a) Net sales/income from operations						
	(b) Other operating income	25.08	21.49	50.05	56.36	116.29	135.13
	Total income from operations (net)	8,978.26	8,399.46	5,771.60	23,946.92	17,114.66	23,297.41
2	Expenses						
	(a) Employee benefits expense	4,181.91	4,558.12	3,506.16	12,578.07	9,900.54	12,918.74
	(b) Depreciation and amortisation expense	191.21	197.32	250.73	609.09	741.66	972.16
	(c) Other expenses	2,243.07	2,414.18	1,562.79	6,729.68	4,745.09	6,274.87
	(d) Net exchange (gain)/ loss	408.98	291.96	468.12	885.01	1,334.37	1,808.14
	Total expenses	7,025.17	7,461.58	5,787.80	20,801.85	16,721.66	21,973.91
3	Profit / (Loss) from operations before other income, finance costs and exceptional items	1,953.09	937.88	(16.20)	3,145.07	393.00	1,323.50
4	Other income	503.23	257.62	267.23	959.15	864.41	1,051.19
5	Profit / (Loss) from ordinary activities before finance costs and exceptional items	2,456.32	1,195.50	251.03	4,104.22	1,257.41	2,374.69
6	Finance costs	1.16	3.88	0.02	16.51	0.78	5.30
7	Profit / (Loss) from ordinary activities after finance costs but before exceptional items	2,455.16	1,191.62	251.01	4,087.71	1,256.63	2,369.39
8	Exceptional items	-	-	-	-	-	-
9	Profit / (Loss) from ordinary activities before tax	2,455.16	1,191.62	251.01	4,087.71	1,256.63	2,369.39
10	Tax expense	487.00	282.98	177.51	885.97	554.46	793.40
11	Net Profit / (Loss) from ordinary activities after tax	1,968.16	908.64	73.50	3,201.74	702.17	1,575.99
12	Extraordinary items (net of tax expenses)	-	-	-	-	-	-
13	Net Profit / (Loss) for the period	1,968.16	908.64	73.50	3,201.74	702.17	1,575.99
14	Share of profit / (loss) of associates	-	-	-	-	-	-
15	Minority interest	-	-	-	-	-	-
16	Net Profit / (Loss) for the period	1,968.16	908.64	73.50	3,201.74	702.17	1,575.99
17	Paid-up equity share capital (Face Value ₹ 1/-)	1,051.59	1,051.59	1,051.59	1,051.59	1,051.59	1,051.59
18	Reserve excluding Revaluation Reserves as per balance sheet of previous accounting year						29,920.08
19(i)	Earnings per share (before extraordinary items) (of ₹ 1/- each) (not annualised):						
	(a) Basic	1.87	0.86	0.07	3.04	0.67	1.50
	(b) Diluted	1.87	0.86	0.07	3.04	0.67	1.50
19(ii)	Earnings per share (after extraordinary items) (of ₹ 1/- each) (not annualised):						
	(a) Basic	1.87	0.86	0.07	3.04	0.67	1.50
	(b) Diluted	1.87	0.86	0.07	3.04	0.67	1.50

Part II							
Select information for the Quarter & Nine Months Ended December 31, 2013							
Sr #	Particulars	Three months ended December 31, 2013	Preceding three months ended September 30, 2013	Corresponding three months ended December 31, 2012	Nine months ended December 31, 2013	Nine months ended December 31, 2012	As at March 31, 2013
A	PARTICULARS OF SHAREHOLDING						
1	Public Shareholding						
	- Number of shares	70,674,145	70,674,145	65,411,805	70,674,145	65,411,805	70,672,805
	- Percentage of shareholding	67.21%	67.21%	62.20%	67.21%	62.20%	67.21%
2	Promoters and Promoter Group Shareholding						
a)	Pledged / Encumbered						
	- Number of shares	1,875,000	1,875,000	8,825,000	1,875,000	8,825,000	3,198,614
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	5.44%	5.44%	22.20%	5.44%	22.20%	9.27%
	- Percentage of shares (as a % of the total share capital of the company)	1.78%	1.78%	8.39%	1.78%	8.39%	3.04%
b)	Non - encumbered						
	- Number of shares	32,610,161	32,610,161	30,922,501	32,610,161	30,922,501	31,287,887
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	94.56%	94.56%	77.80%	94.56%	77.80%	90.73%
	- Percentage of shares (as a % of the total share capital of the company)	31.01%	31.01%	29.41%	31.01%	29.41%	29.75%

	Particulars	Quarter ended December 31, 2013
B	INVESTOR COMPLAINTS	
	Pending at the beginning of the quarter	-
	Received during the quarter	23
	Disposed of during the quarter	23
	Remaining unresolved at the end of the quarter	-

Notes:

- The above unaudited financial results of the Company has been reviewed by the Audit Committee and approved by the Board of Directors at their meeting held on February 08, 2014.
- In accordance with Clause 41 of the Listing Agreement the Statutory Auditors have carried out a 'Limited Review' of the Standalone financial results for the quarter & nine months ended December 31, 2013.
- Segment results have not been disclosed in the Standalone results since the Company operates in only one Segment viz International (Software Service exports).
- Previous year figures have been regrouped/reclassified wherever necessary to confirm to current period's classification.

Place: Bangalore
Date : February 08, 2014

FOR AND ON BEHALF OF THE BOARD OF DIRECTORS


P SRIKAR REDDY
MANAGING DIRECTOR & CEO

**INDEPENDENT AUDITORS' REVIEW REPORT
TO THE BOARD OF DIRECTORS OF
SONATA SOFTWARE LIMITED**

1. We have reviewed the accompanying Statement of Consolidated Unaudited Financial Results of **SONATA SOFTWARE LIMITED** ("the Company") and its subsidiaries (the Company and its subsidiaries constitute "the Group") for the Quarter & Nine Months ended December 31, 2013 ("the Statement"), being submitted by the Company pursuant to Clause 41 of the Listing Agreements with the Stock Exchanges, except for the disclosures in Part II - Select Information referred to in paragraph 4 below. This Statement is the responsibility of the Company's Management and has been approved by the Board of Directors. Our responsibility is to issue a report on the Statement based on our review.
2. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 "Review of Interim Financial Information Performed by the Independent Auditor of the Entity", issued by the Institute of Chartered Accountants of India. This Standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of Company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and, accordingly, we do not express an audit opinion.
- 3(i). The Statement includes the results of the following entities:
 - a. Sonata Information Technology Limited
 - b. Sonata Technology Solutions India Limited
 - c. Sonata Software North America Inc.
 - d. Sonata Software GmbH
 - e. Sonata Europe Limited
 - f. Sonata Software FZ- LLC
 - g. Sonata Software (Qatar) LLC
- 3(ii). We did not review the interim financial information of 4 subsidiaries included in the Statement, whose interim financial information reflect total revenues of Rs. 624.46 lakhs and Rs. 2,619.06 lakhs for the Quarter and Nine Months ended December 31, 2013, respectively and total profit/(loss) after tax of Rs. (116.40) lakhs and Rs. 1,134.99 lakhs for the Quarter and Nine Months ended December 31, 2013, respectively, as considered in the Statement. These interim financial information have been reviewed by other auditors whose reports have been furnished to us by the Management and our report on the Statement, in so far as it relates to the amounts and disclosures included in respect of these subsidiaries, is based solely on the reports of the other auditors.
- 3(iii). Based on our review conducted as stated above and based on the consideration of the reports of the other auditors referred to in paragraph 3(ii) above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the Accounting Standards notified under the Companies Act, 1956 (which continue to be applicable in respect of Section 133 of the Companies Act, 2013 in terms of General Circular 15/2013 dated September 13, 2013 of the Ministry of Corporate Affairs) and other recognised accounting practices and policies, has not disclosed the information required to be disclosed in terms of Clause 41 of the Listing Agreements with the Stock Exchanges, including the manner in which it is to be disclosed, or that it contains any material misstatement.

4. Further, we also report that we have traced the number of shares as well as the percentage of shareholding in respect of the aggregate amount of public shareholding and the number of shares as well as the percentage of shares pledged/encumbered and non-encumbered in respect of the aggregate amount of promoters and promoter group shareholding in terms of Clause 35 of the Listing Agreements and the particulars relating to investor complaints disclosed in Part II - Select Information for the Quarter & Nine Months Ended December 31, 2013 of the Statement, from the details furnished by the Management/Registrars.

For **DELOITTE HASKINS & SELLS**
Chartered Accountants
(Firm Registration No. 008072S)



V. Srikumar
Partner
(Membership No. 84494)

BANGALORE, February 8, 2014
VS/VBA/UB/2014

(₹ in lakhs)

Statement of Consolidated Unaudited Financial Results for the Quarter & Nine Months Ended December 31, 2013

Sr #	Particulars	Three months ended December 31, 2013	Preceding three months ended September 30, 2013	Corresponding three months ended December 31, 2012	Nine months ended December 31, 2013	Nine months ended December 31, 2012	Year to date figures for Previous Year ended March 31, 2013
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
1	Income from operations						
	(a) Net sales/income from operations	38,639.61	42,459.82	39,475.56	122,391.23	105,084.54	130,985.72
	(b) Other operating income	68.91	41.67	53.00	135.39	106.69	123.58
	Total income from operations (net)	38,708.52	42,501.49	39,528.56	122,526.62	105,191.23	131,109.30
2	Expenses						
	(a) Purchases of stock-in-trade	23,694.34	28,771.19	28,851.14	81,587.51	70,022.58	85,085.06
	(b) Changes in inventories of stock-in-trade	256.96	(354.60)	(32.66)	(140.47)	4,007.92	3,961.37
	(c) Employee benefits expense	7,241.45	7,657.30	5,930.90	21,866.32	17,001.02	22,535.55
	(d) Depreciation and amortisation expense	206.24	210.68	260.17	649.57	766.61	1,008.15
	(e) Other expenses	4,009.40	4,085.64	2,907.14	12,196.71	9,026.96	11,936.89
	(f) Net exchange (gain)/ loss	413.37	(35.11)	285.20	53.79	1,216.02	2,261.13
	Total expenses	35,821.76	40,335.10	38,201.89	116,213.43	102,041.11	126,788.15
3	Profit / (Loss) from operations before other income, finance costs and exceptional items	2,886.76	2,166.39	1,326.67	6,313.19	3,150.12	4,321.15
4	Other income	170.00	199.36	161.34	567.21	482.29	619.55
5	Profit / (Loss) from ordinary activities before finance costs and exceptional items	3,056.76	2,365.75	1,488.01	6,880.40	3,632.41	4,940.70
6	Finance costs	65.60	74.43	213.88	211.44	461.08	588.89
7	Profit / (Loss) from ordinary activities after finance costs but before exceptional items	2,991.16	2,291.32	1,274.13	6,668.96	3,171.33	4,351.81
8	Exceptional items (Refer Note 4,5 & 6)						
	i) Loss on sale of subsidiary	-	-	-	-	(5,805.57)	(5,805.57)
	ii) Interest income on income tax refund	-	31.37	-	715.12	-	-
9	Profit / (Loss) from ordinary activities before tax	2,991.16	2,322.69	1,274.13	7,384.08	(2,634.24)	(1,453.76)
10	Tax expense	830.27	518.73	409.89	1,967.28	871.00	1,355.94
11	Net Profit / (Loss) from ordinary activities after tax	2,160.89	1,803.96	864.24	5,416.80	(3,505.24)	(2,809.70)
12	Extraordinary items (net of tax expenses)	-	-	-	-	-	-
13	Net Profit / (Loss) for the period	2,160.89	1,803.96	864.24	5,416.80	(3,505.24)	(2,809.70)
14	Share of profit / (loss) of associates	-	-	-	-	-	-
15	Minority interest	1.16	1.21	0.94	3.24	3.18	4.28
16	Net Profit / (Loss) after taxes, minority interest and share of of profit / (loss) of associates	2,162.05	1,805.17	865.18	5,420.04	(3,502.06)	(2,805.42)
17	Paid-up equity share capital (Face Value ₹ 1/-)	1,051.59	1,051.59	1,051.59	1,051.59	1,051.59	1,051.59
18	Reserve excluding Revaluation Reserves as per balance sheet of previous accounting year						33,121.64
19(i)	Earnings per share (before extraordinary items) (of ₹ 1/- each) (not annualised):						
	(a) Basic	2.06	1.72	0.82	5.15	(3.33)	(2.67)
	(b) Diluted	2.06	1.72	0.82	5.15	(3.33)	(2.67)
19(ii)	Earnings per share (after extraordinary items) (of ₹ 1/- each) (not annualised):						
	(a) Basic	2.06	1.72	0.82	5.15	(3.33)	(2.67)
	(b) Diluted	2.06	1.72	0.82	5.15	(3.33)	(2.67)

Part II							
Select Information for the Quarter & Nine Months Ended December 31, 2013							
Sr #	Particulars	Three months ended December 31, 2013	Preceding three months ended September 30, 2013	Corresponding three months ended December 31, 2012	Nine months ended December 31, 2013	Nine months ended December 31, 2012	As at March 31, 2013
A	PARTICULARS OF SHAREHOLDING						
1	Public Shareholding						
	- Number of shares	70,674,145	70,674,145	65,411,805	70,674,145	65,411,805	70,672,805
	- Percentage of shareholding	67.21%	67.21%	62.20%	67.21%	62.20%	67.21%
2	Promoters and Promoter Group Shareholding						
a)	Pledged / Encumbered						
	- Number of shares	1,875,000	1,875,000	8,825,000	1,875,000	8,825,000	3,198,614
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	5.44%	5.44%	22.20%	5.44%	22.20%	9.27%
	- Percentage of shares (as a % of the total share capital of the company)	1.78%	1.78%	8.39%	1.78%	8.39%	3.04%
b)	Non - encumbered						
	- Number of shares	32,610,161	32,610,161	30,922,501	32,610,161	30,922,501	31,287,887
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	94.56%	94.56%	77.80%	94.56%	77.80%	90.73%
	- Percentage of shares (as a % of the total share capital of the company)	31.01%	31.01%	29.41%	31.01%	29.41%	29.75%

	Particulars	Quarter ended December 31, 2013
B	INVESTOR COMPLAINTS	
	Pending at the beginning of the quarter	-
	Received during the quarter	23
	Disposed of during the quarter	23
	Remaining unresolved at the end of the quarter	-

Notes:

- 1 The above unaudited financial results of the Company has been reviewed by the Audit Committee and approved by the Board of Directors at their meeting held on February 08, 2014.
- 2 In accordance with Clause 41 of the Listing Agreement the Statutory Auditors have carried out a 'Limited Review' of the consolidated financial results for the quarter and nine months ended December 31, 2013
- 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"). As per the agreement, the effective date of the transfer and assignment of the shares was October 1, 2011, and 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. The loss on disposal of TUI of Rs. 5,805.57 lakhs was included under exceptional items for the nine months ended December 31, 2012 and year ended March 31, 2013.
- 5 Consequent to the sale of TUI, the operations of this subsidiary are not included in the consolidated results for the year ended March 31, 2013.
Had the loss on sale of TUI been recorded as on October 1, 2011, the Net Profit and EPS for the nine months ended December 31, 2012 and year ended March 31, 2013, would have been as under:

Particulars	Quarter ended December 31, 2012 (Unaudited)	Year Ended March 31, 2013 (Audited)
Net Profit / (Loss) for the period	2,303.51	3,000.15
Earnings per share of Re 1/- each (not annualised)		
(a) Basic	2.19	2.85
(b) Diluted	2.19	2.85

- 6 Exceptional item for the nine months ended December 31, 2013 includes interest on Income Tax refund of Rs. 31.37 lakhs in Sonata Software Limited and Rs. 683.75 lakhs in Sonata Information Technology Limited.
- 7 The consolidated segment wise revenue and results for the quarter & nine months ended December 31, 2013, as required under Clause 41 of the Listing Agreement are as follows: (₹ in lakhs)

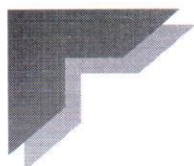
Particulars	Quarter ended			Nine Months ended		Year ended figures for Previous Year ended March 31, 2013
	Three months ended December 31, 2013	Preceding three months ended September 30, 2013	Corresponding three months ended December 31, 2012	Nine months ended December 31, 2013	Nine months ended December 31, 2012	
1. Segment Revenue						
a. Domestic (Sales & Services)	26,778.22	30,809.15	31,230.17	88,746.02	80,677.85	97,867.88
b. International (Software Service Exports)	12,153.56	11,692.99	8,459.89	34,014.96	24,710.99	33,443.26
Total	38,931.78	42,502.14	39,690.06	122,760.98	105,388.84	131,311.14
Less: Inter segment revenue	223.26	0.65	161.50	234.36	197.61	201.84
Net sales/income from operations	38,708.52	42,501.49	39,528.56	122,526.62	105,191.23	131,109.30
2. Segment Results						
Profit/(loss) before tax & interest						
a. Domestic (Sales & Services)	972.02	642.27	590.16	2,065.48	1,543.35	2,134.34
b. International (Software Service Exports)	1,914.74	1,524.12	736.51	4,247.71	1,606.77	2,186.81
Total	2,886.76	2,166.39	1,326.67	6,313.19	3,150.12	4,321.15
Less: Finance costs	65.60	74.43	213.88	211.44	461.08	588.89
Net of Unallocable Income	170.00	199.36	161.34	567.21	482.29	619.55
3. Profit Before Tax and exceptional item	2,991.16	2,291.32	1,274.13	6,668.96	3,171.33	4,351.81
Exceptional item (Refer Note 4,5 & 6)						
i) Loss on sale of subsidiary	-	-	-	-	(5,805.57)	(5,805.57)
ii) Interest Income on income tax refund	-	31.37	-	715.12	-	-
Profit Before Tax	2,991.16	2,322.69	1,274.13	7,384.08	(2,634.24)	(1,453.76)
4. Capital Employed						
(Segment assets - Segment liabilities)						
a. Domestic (Sales & Services)	9,022.32	8,146.69	(1,870.34)	9,022.32	(1,870.34)	(2,642.34)
b. International (Software Service Exports)	19,693.36	18,884.50	22,696.76	19,693.36	22,696.76	23,539.35
c. Unallocated	9,428.43	9,515.99	13,253.90	9,428.43	13,253.90	13,276.22
Total	38,144.11	36,547.18	34,080.32	38,144.11	34,080.32	34,173.23

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

Place : Bangalore
Date : February 08, 2014

FOR AND ON BEHALF OF THE BOARD OF DIRECTORS

P SRIKAR REDDY
MANAGING DIRECTOR & CEO



Sonata Software - Consolidated Q3 FY14 Revenues at ₹387 Crores, and PAT of ₹21.62 Crores a YoY growth of 150%

Bangalore, Feb 8, 2014

Sonata Software, an IT consulting and software services provider, today reported its unaudited financial results for the quarter ended December 31, 2013.

Sonata Software Limited - Financial highlights						in ₹ Crores		
Description	For the Quarter ended				YoY	For Nine months ended		YoY
	31.12.2013	30.9.2013	QoQ	31.12.2012		31.12.2013	31.12.2012	
Revenues								
International IT Services	127.69	119.53	7%	84.12	52%	349.56	247.29	41%
Domestic- Products & Services	261.63	305.49	-14%	312.18	-16%	878.05	806.60	9%
Consolidated	387.09	425.01	-9%	395.29	-2%	1,225.27	1,051.91	16%
EBITDA								
International IT Services	25.80	19.63	31%	12.17	112%	57.67	33.08	74%
Domestic- Products & Services	8.05	7.00	15%	7.10	13%	27.04 #	16.06	68%
Consolidated	32.63	26.08	25%	17.48	87%	82.45	43.99	87%
PAT								
International IT Services	17.51	14.25	23%	6.11	187%	40.01	16.46	143%
Domestic- Products & Services	4.11	3.81	8%	2.55	61%	14.19	6.57	116%
Consolidated	21.62	18.05	20%	8.65	150%	54.20	23.04	135%
# Includes exceptional Interest income of ₹6.83 crores received on Income-Tax refund and consequent effect on PAT, during the quarter ended 30.6.2013.								

Includes exceptional Interest income of ₹6.83 crores received on Income-Tax refund and consequent effect on PAT, during the quarter ended 30.6.2013.

Speaking on the results Mr. Srikar Reddy, Managing Director & CEO of the Company said "We are delighted that the growth momentum seen in our performance reinforces our belief that our strategy of transforming our clients' businesses through deep domain knowledge, client commitment and applying technologies like social media marketing, mobile, big data analytics and cloud is working."

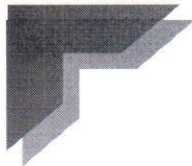
Performance Highlights:

- Consolidated:**

- EPS for the quarter was ₹2.06, an improvement of 20% QoQ and 109% YoY. For 9 months ended it was ₹5.15 (Previous year – (₹3.33))
- EBITDA at ₹32.63 Crores - growth of 25% QoQ and 87% YoY;
- PAT at ₹21.62 Crores - growth of 20% QoQ and 150% YoY;
- RONW at 23.2 %, up by 3%;
- Cash and equivalents of ₹195 Crores;

- International IT Services:**

- Revenue at ₹127.69 Crores - growth of 7% QoQ and 52% YoY;
- EBITDA at ₹25.80 Crores - growth of 31% QoQ and 112% YoY;
- PAT at ₹17.51 Crores - growth of 23% on QoQ and 187% on YoY;



- Utilization for the quarter stood at 83%;
- Addition of 3 new customers.

• **Domestic Products & Services :**

- EBITDA at ₹ 8.05 Crores – growth of 15% QoQ and 13% YoY;
- PAT at ₹4.11 Crores – growth of 8% QoQ and 61% YoY;

About Sonata Software

Sonata Software is a global IT services company that focuses on enabling businesses win value with strategic IT initiatives. Sonata has deep technology expertise gained from multi-faceted relationships spanning Product Engineering, Professional Consulting Services, Early Adopter Programs, Implementation and Alliances status with leaders such as Microsoft, SAP, Oracle, IBM, HP, Hybris, TIBCO and Kony across Multi-Channel Commerce, ERP, CRM, Supply Chain Management, Analytics & Business Intelligence, Cloud, Social and Mobile technologies, enabling innovation, reliability and faster time to market in implementing the best IT solutions. Sonata leverages this expertise through a service line spanning Consulting, Application Development, Testing, Maintenance and Infrastructure Support, to deliver business critical outcomes across Customer Engagement & Growth, Enterprise Efficiency & Collaboration and strategic IT Cost Management needs for consumer facing enterprises in Travel, Retail and Consumer Goods industries. A unique delivery model built on dedicated customer specific Centers of Excellence, strong Governance and Value Co-creation, over decade plus relationships, underline the even deeper commitment Sonata seeks to bring to make a transformational impact on the clients critical business metrics. Sonata seeks to add differentiated value to leadership who want to drive strategic change with IT, for their businesses.

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