



KALE CONSULTANTS LIMITED

Registered Office: Kale Enclave, 685/2B & 2C, 1st Floor, Sharada Arcade, Satara Road, Pune - 411 037

www.kaleconsultants.com

UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER AND TWELVE MONTHS ENDED MARCH 31, 2011

(Rs. in Lakhs)

Sr.	Particulars	Quarter Ended		Period Ended	
		March 31, 2011 (Unaudited)	March 31, 2010 (Unaudited)	March 31, 2011 (Unaudited)	March 31, 2010 (Audited)
1	a. Net Sales / Income from operations	3,705.82	3,821.35	13,730.19	12,672.95
	b. Other Operating Income	-	-	-	-
2	Expenditure :				
	a. Employees Cost	1,582.01	1,609.06	6,677.88	5,629.59
	b. Software Development, Delivery and Support Expenses	390.15	233.27	1,157.76	1,135.91
	c. Other Expenditure	943.21	925.23	3,290.95	2,925.49
	d. Depreciation, Amortisation and Impairment	649.19	470.58	1,372.39	1,309.35
	e. Product Development Cost	90.62	(83.11)	(244.29)	(311.47)
	f. Total	3,655.18	3,155.03	12,254.69	10,688.87
3	Profit From Operations before Other Income, Interest and Exceptional Items (1-2)	50.64	666.32	1,475.50	1,984.08
4	Other Income	183.34	15.96	272.85	67.81
5	Profit before Interest and Exceptional Item (3+4)	233.98	682.28	1,748.35	2,051.89
6	Interest	11.37	6.17	32.02	25.94
7	Profit after Interest, but Before Exceptional Item (5-6)	222.61	676.11	1,716.33	2,025.95
8	Exceptional Items (Net)	-	-	(341.45)	-
9	Profit (+) / Loss (-) from Ordinary Activities before Tax (7+8)	222.61	676.11	1,374.88	2,025.95
10	Tax Expense	2.28	10.80	69.32	111.90
11	Net Profit (+) / Loss (-) from Ordinary Activities after Tax (9-10)	220.33	665.31	1,305.56	1,914.05
12	Extraordinary Items (net of Tax Expense Rs. NIL)	-	-	-	-
13	Net Profit (+) / Loss (-) for the period (11-12) before prior period item	220.33	665.31	1,305.56	1,914.05
14	Prior Period Item	(215.74)	33.14	(196.92)	30.59
15	Net Profit (+) / Loss (-) for the period (13+14)	4.59	698.45	1,108.64	1,944.64
16	Paid up Equity Share Capital (Face Value of Rs.10 each)	1,588.07	1,381.46	1,588.07	1,381.46
17	Reserves Excluding Revaluation Reserve as per Balance Sheet of Previous Accounting Year				9,774.41
18	Earnings Per Share (EPS) Not annualised (Rs.)				
	Before Extraordinary items				
	Basic	0.03	5.20	7.32	14.53
	Diluted	0.03	4.84	7.32	13.52
	After Extraordinary items				
	Basic	0.03	5.20	7.32	14.53
	Diluted	0.03	4.84	7.32	13.52
19	Public Shareholding				
	No of Shares	10,888,879	8,870,066	10,888,879	8,870,066
	% of Shareholding	68.57%	64.21%	68.57%	64.21%
20	Promoters and Promoter Group Shareholding				
	a) Pledged/Encumbered				
	Number of shares	-	720,462	-	720,462
	Percentage of shares (as a % of the total shareholding of promoter and promoter group)	0.00%	14.57%	0.00%	14.57%
	Percentage of shares (as a% of the total share capital of the company)	0.00%	5.22%	0.00%	5.22%
	b) Non-encumbered				
	Number of shares	4,991,208	4,223,491	4,991,208	4,223,491
	Percentage of shares (as a % of the total shareholding of promoter and promoter group)	100.00%	85.43%	100.00%	85.43%
	Percentage of shares (as a% of the total share capital of the company)	31.43%	30.57%	31.43%	30.57%
21	Consolidated Turnover	4,857.90	4,642.36	17,728.98	16,592.03
22	Consolidated Net Profit from Ordinary Activities After Tax	501.58	641.67	1,879.62	2,629.59
23	Consolidated Earnings Per Share (EPS) Not annualised (Rs.)				
	Before Extraordinary items				
	Basic	1.72	4.95	11.17	19.45
	Diluted	1.72	4.61	11.17	18.09
	After Extraordinary items				
	Basic	1.72	4.95	11.17	19.45
	Diluted	1.72	4.61	11.17	18.09

Signatures



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STATEMENT OF ASSETS AND LIABILITIES

Sr.	Particulars	(Rs. in Lakhs)	
		As at	As at
		March 31, 2011 (Unaudited)	March 31, 2010 (Audited)
1	Shareholders Fund		
	a. Share Capital	1,588.07	1,381.46
	b. Reserves and Surplus	11,533.09	9,774.41
	c. Partly Paid Warrants	-	79.81
2	Loan Funds	184.08	456.45
	Total	13,305.24	11,692.13
1	Fixed Assets	1,747.35	2,979.01
2	Investments	4,115.19	3,302.06
3	Deferred Tax Asset (net)	468.89	53.14
4	Current Assets, Loans and Advances		
	a. Sundry Debtors	2,841.42	3,324.83
	b. Cash and Bank Balances	2,001.37	2,541.36
	c. Other Current Assets	1,627.09	677.88
	d. Loans and Advances	2,804.38	1,619.40
	Less: Current Liabilities and Provisions		
	a. Current Liabilities	1,917.78	2,483.39
	b. Provisions	382.67	322.16
	Net Current Assets	6,973.81	5,357.92
	Total	13,305.24	11,692.13

- The results described above were taken on record by the Board of Directors at its meeting held on May 12, 2011 after a limited review of the financial results carried out by the Statutory Auditors of the Company. The accounts of the subsidiaries of the Company, used for consolidation purpose, have been certified by the Management of the Company and have not been reviewed by the statutory auditors.
- During the current quarter, the Company changed its policy for recognition of revenue from sale of license fee, implementation and customization services from a billing / milestone based method to a proportionate completion method, effective April 1, 2010. Had the Company continued to apply the earlier policy for revenue recognition, the revenue for the quarter and twelve month period ended March 31, 2011 would have been lower by Rs. 354.38 lakhs and Rs. 462.19 lakhs respectively. The results for the quarter and for the twelve month period ended March 31, 2011 reflect the impact of the new policy.
- During the current quarter, effective April 1, 2010, the Company changed its method of providing depreciation on certain fixed assets, from the Written Down Value ('WDV') method at the rates prescribed in Schedule XIV to the Companies Act, 1956, to Straight Line Method (SLM) at the rates based on management's estimates of useful life of the fixed assets. Had the Company continued to use the earlier basis of providing for depreciation charge, the depreciation charge for the current quarter and the 12 month period ended March 31, 2011 would have been lower by Rs. 10.73 lakhs and Rs. 42.92 lakhs, respectively, and the net block of fixed assets would correspondingly have been higher by Rs. 42.92 lakhs. The results for the quarter and for the twelve month period ended March 31, 2011 reflect the impact of the new policy.
- During the current quarter, pursuant to reassessment of its internal policy of capitalising expenditure on software development, the written down value of certain internally developed software amounting to Rs. 355.04 lakhs has been fully amortised in the current quarter ended March 31, 2011. Additionally, product development cost for the nine month period ended December 31, 2010 amounting to Rs. 168.49 has also been expensed in the current quarter ended March 31, 2011.
- During the current quarter, the Company revised the estimated useful life of externally purchased software, effective April 1, 2010, from 5 years to 3 years. Had the Company not revised its estimate of useful life of software, the depreciation for the current quarter and for the twelve months period ended March 31, 2011 would have been lower by Rs 2.64 lakhs and Rs. 55.34 lakhs, respectively.
- The current quarter's results includes prior period charge of Rs. 215.73 lakhs (Net) significantly on account of (i) deferred tax asset not recognised (ii) excess provision of income taxes and (iii) certain incentives to employees not provided.
- The Statutory Auditor of the Company M/s. D.G. Kurundwadkar, Chartered Accountant, resigned during the current quarter due to personal reasons and thereafter the shareholders of the Company, appointed B S R & Co., Chartered Accountants, as Statutory Auditors of the Company for the current financial year.
- The Promoters of the Company have sold and transferred 678,270 equity shares of the Company to Accelya Holding World S.L, on Jan 14, 2011 in accordance with a Share Purchase Agreement signed on Sep 7, 2010. Further, during November 2010, Accelya Holding World S.L, made an open offer and acquired 34.39% interest in the Company.

Signature



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- 9 The Company has changed its financial year end from March 31, 2011 to June 30, 2011 as a result of which the current financial year will be for a period of fifteen months i.e from April 1, 2010 to June 30, 2011. The intimation related to the above has been filed with appropriate authorities.
- 10 There were no investor complaints pending at the beginning of the quarter. The Company received six complaints during the quarter, all of which have been resolved and there are NIL complaints at the end of the quarter.
- 11 The Company is an integrated business unit which addresses the travel and transportation vertical. This, in context of Accounting Standard 17 (AS 17) on Segmental Reporting, is considered to constitute one single primary segment.
- 12 The Board of Directors of the Company, at its meeting held on September 06, 2010, authorised a resolution approving the sale of the Logistics Business of the Company to Kale Logistics Solutions Private Limited, as a going concern, on a slump sale basis, with effect from October 01, 2010. The loss on account of this sale amounting to Rs.341.45 lacs has been disclosed under exceptional items. Accordingly, the financial results for the quarter ended March 31, 2011 do not include the results of the erstwhile Logistics Business. The results for the corresponding quarter and 12 month period ended March 31, 2010 are hence not comparable.
- 13 Figures for the previous quarter and twelve months have been regrouped/restated, wherever applicable to make them directly comparable to results of current period.

For Kale Consultants Limited

Vipul Jain
Managing Director

Place: Thane
Date : May 12, 2011

Kale Q4 Consolidated Revenues at Rs. 486 mn

Brief Highlights:

- FY 2010-11 extended to 15 months; New FY from July to June
- Star Alliance selects Zero Octa as Preferred Vendor
- Introduces Miscellaneous Billing Solution for airlines
- Appoints new Statutory Auditors

Mumbai, May 12, 2011: Kale Consultants Limited, the leading solutions provider to the Airline and Travel industry, has recorded consolidated revenues for the 12 months ended March 31, 2011, at Rs. 1772.90 million as compared to Rs. 1,659.20 million during the previous year. For the quarter ended March 31, 2011, Kale has recorded consolidated revenues of Rs. 485.79 million as compared to Rs. 464.24 million for the corresponding quarter of the previous year. Consolidated PAT stood at Rs. 50.16 million as compared to Rs. 64.17 million during the corresponding quarter of the previous year.

Standalone revenues stood at Rs. 1,373.02 million for the 12 months ended March 31, 2011, as compared to Rs. 1,267.30 million for the corresponding period of the previous year. Net Profit After Tax (before Prior period item) stood at Rs. 130.55 million compared to Rs. 191.41 million in the previous year. For the quarter ended March 31 2011, Kale recorded revenues of Rs. 370.58 million as compared to Rs. 382.14 million during the previous year. Net Profit After Tax (before Prior period item) for the quarter ended March 31, 2011 stood at Rs. 22.03 million compared to Rs. 66.53 million in the previous year.

The Company has changed its financial year end from March 31, 2011 to June 30, 2011 as a result of which the current financial year will be for a period of fifteen months i.e from April 1, 2010 to June 30, 2011.

The Statutory Auditor of the Company M/s. D.G. Kurundwadkar, Chartered Accountant, having resigned during the current quarter due to personal reasons, the shareholders of the Company, appointed B S R & Co., Chartered Accountants, as Statutory Auditors of the Company, till the conclusion of the next Annual General Meeting.

During the quarter, changes were made to accounting policies on revenue recognition & depreciation. The management also reassessed its internal policy of capitalization of product costs and amortization. These changes are reflected in the financials of the current quarter.

Commenting on the performance, Mr. Vipul Jain, CEO and Managing Director said "During the quarter we decided to align our accounting policies to international practices, resulting in a one-time impact. Our business outlook is positive and we are confident of robust and steady growth in the coming quarters."

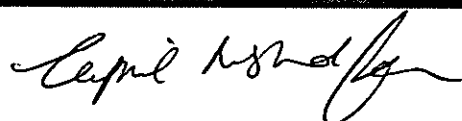
Kale Consultants provides comprehensive financial and business intelligence solutions to the airline and travel industry. Kale's solutions are available as licensed, hosted and outsourced models. These innovative models are beneficial for customers since they reduce upfront investments. The return on investment on the pay for use model is quite fast since the business benefits of the solution pays for itself. Kale also offers a transaction based pricing that is tailored to the clients' business. Thus Kale's solutions reduce capital expenditure and offer flexible pricing models, thereby sharing risks and rewards.

About Kale Consultants:

Kale Consultants Limited is a leading solutions provider to the global Airline and Travel industry. Committed to innovation and excellence, Kale delivers world-class software products, technology, managed process, hosting and consulting services. Kale employs over 1400 talented professionals who focus on delivering quality service to over 100 satisfied customers across 30 countries.

Kale's **Industry Solutions** are driven by active partnerships with industry bodies and customers, and unparalleled domain knowledge. Kale's **Customised Approach** in deploying these solutions supports clients with best fit solutions to match to their requirements. Visit us at www.kaleconsultants.com

Investor Relations:



Kale Consultants Limited is committed to create long-term sustainable shareholder value through successful implementation of its growth plans. The company's investor relations mission is to maintain an ongoing awareness of its performance among shareholders and financial community.

For additional information, please contact:

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Safe Harbor:

Certain statements in this release concerning our future growth prospects are forward-looking statements which involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition in IT services including those factors which may affect our cost advantage, wage increases in India, our ability to attract and retain highly skilled professionals, time and cost overruns on fixed-price, fixed-time frame contracts, client concentration, restrictions on immigration, our ability to manage our international operations, reduced demand for technology in our key focus areas, disruptions in telecommunication networks, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, withdrawal of governmental fiscal incentives, political instability, legal restrictions on raising capital or acquiring companies outside India, and unauthorized use of our intellectual property and general economic conditions affecting our industry. The company does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the company.

