

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 14, 2012

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

Dear Sir/Madam,

**SUB : AUDITED RESULTS FOR THE QUARTER AND NINE
MONTHS ENDED 31ST DECEMBER, 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 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**

PRAVEEN KUMAR D
COMPANY SECRETARY

CC to : The National Stock Exchange Ltd - Mumbai

N. M. RAIJI & CO.
Chartered Accountants
Universal Insurance Building,
Pherozechah 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 December, 2011 and the year to date results for the period 1st April, 2011 to 31st December, 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 interim 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 interim financial statements, which have been prepared in accordance with the recognition and measurement principles laid down in Accounting Standard (AS) 25, Interim Financial Reporting, issued pursuant to the 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:

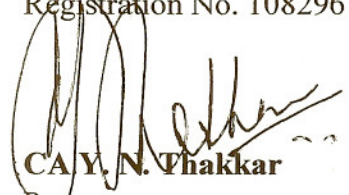
- (i) are presented in accordance with the requirements of clause 41 of the Listing Agreement in this regard; and
- (ii) give a true and fair view of the net profit and other financial information for the quarter ended 31st December, 2011 as well as the year to date results for the period from 1st April, 2011 to 31st December, 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 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 : 14th February, 2012

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

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

Figures in Rs. Lakhs

(Except EPS, No of Shares & Share Capital)

	Particulars	Quarter ended			Nine months ended		Year ended
		31.12.2011	30.09.2011	31.12.2010	31.12.2011	31.12.2010	31.03.2011
1	Sales and Services	5,654.07	5,383.03	6,251.25	17,150.11	19,013.18	25,022.82
2	Other Operating Income	49.15	73.97	49.39	345.55	155.96	267.73
3	Total Operating Income	5,703.22	5,457.00	6,300.63	17,495.66	19,169.14	25,290.55
4	Expenditure						
	a) (Increase) / Decrease in stocks						
	b) Staff Costs	3,708.21	3,755.12	3,426.09	11,056.23	10,468.13	13,992.73
	c) Depreciation	266.27	286.11	259.28	824.05	713.05	958.37
	d) Other operating Expenses	1,523.72	1,102.71	1,046.85	3,709.86	3,326.80	4,216.82
	Total Expenditure	5,498.20	5,143.94	4,732.22	15,590.14	14,507.98	19,167.92
5	Profit from operations before other Income & Interest	205.02	313.06	1,568.41	1,905.52	4,661.16	6,122.63
6	Other Income	197.56	142.84	83.80	440.79	214.92	305.98
7	Profit before Interest	402.58	455.90	1,652.21	2,346.31	4,876.08	6,428.61
8	Interest	1.56	-	-	1.56	-	-
9	Profit after Interest but before tax	401.02	455.90	1,652.21	2,344.75	4,876.08	6,428.61
10	Tax expense/provision including FBT	134.47	120.13	83.76	552.65	301.25	242.40
11	Net Profit After Tax	266.55	335.77	1,568.45	1,792.10	4,574.83	6,186.20
12	Paid-up Equity Share Capital (FV-Re.1/-)	10,51,59,306.00	10,51,59,306.00	10,51,59,306.00	10,51,59,306.00	10,51,59,306.00	10,51,59,306.00
13	Reserves & Surplus	28,116.86	29,868.34	30,541.17	28,116.86	30,541.17	30,339.01
14	Earning per Share (Face value Re.1/-each)						
	- Basic & Diluted	0.25	0.32	1.49	1.70	4.35	5.88
15	Public Shareholding*						
	No. of shares (Face value Re.1/-each)	6,40,97,576	5,96,37,576	5,96,87,576	6,40,97,576	5,96,87,576	5,96,87,576
	% of holding (to total shareholding)	60.95%	56.71%	56.76%	60.95%	56.76%	56.76%
16	Promoters & Promoter group shareholding						
	(a) Pledged / Encumbered						
	- Number of shares	83,75,000	1,33,75,000	1,64,00,000	83,75,000	1,64,00,000	1,33,75,000
	- % of shares(to total holding of Promoter group)	20.40%	29.38%	36.07%	20.40%	36.07%	29.41%
	- % of shares(to total share capital of the Company)	7.96%	12.72%	15.60%	7.96%	15.60%	12.72%
	(b) Non-encumbered						
	- Number of shares	3,26,86,730	3,21,46,730	2,90,71,730	3,26,86,730	2,90,71,730	3,20,96,730
	- % of shares(to total holding of Promoter group)	79.60%	70.62%	63.93%	79.60%	63.93%	70.59%
	- % of shares(to total share capital of the Company)	31.08%	30.57%	27.65%	31.08%	27.65%	30.52%
17	EBIDT %	11.33%	13.25%	29.94%	17.68%	28.83%	28.86%
18	PAT %	4.52%	6.00%	24.57%	9.99%	23.60%	24.17%
19	ROCE % (Annualised)	3.57%	4.23%	20.38%	7.90%	20.06%	20.41%
20	RONW % (Annualised)	3.55%	4.23%	20.38%	7.89%	20.06%	20.41%

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

Notes:

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

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

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

Figures in Rs. Lakhs

Particulars	Quarter ended			Nine months ended		Year ended
	31.12.2011	30.09.2011	31.12.2010	31.12.2011	31.12.2010	31.03.2011
Subsistence/Living Cost	503.14	444.67	501.02	1,398.90	1,487.86	1,936.89

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

Figures have been regrouped wherever necessary to facilitate comparison.

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

Nature of complaints received	Opening balance	Additions	Disposal	Closing balance
Non receipt of dividend / securities	0	26	26	0

At the Board Meeting held today, the Board accepted with immediate effect the resignation submitted by Mr.Sanjay Viswanathan, CEO & Managing Director due to personal reasons.

Consequently, the Board appointed Mr.P.Srikar Reddy, the present Deputy Managing Director & COO as Managing Director of the Company with immediate effect.

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

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

FOR AND ON BEHALF OF THE BOARD OF DIRECTORS

P. SRIKAR REDDY
MANAGING DIRECTOR

Place: Mumbai

Date : February 14, 2012

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

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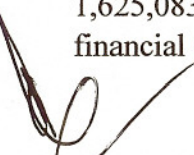
**Auditor's Report On Quarterly Consolidated Financial Results and Consolidated Year to Date
Results of Sonata Software Ltd Pursuant to the Clause 41 of the Listing Agreement**

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 December, 2011 and the consolidated year to date results for the period 1st April, 2011 to 31st December, 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, Interim 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 six (6) subsidiaries included in the consolidated quarterly financial results and consolidated year to date results, whose consolidated financial statements reflect total assets of Rs. 3,686,488,844 as at 31st December, 2011 (year to date) and Rs. 3,686,488,844 as at the quarter ended 31st December, 2011 (date of quarter end); as well as the total revenue of Rs.5,320,393,318 as at 31st December, 2011 (year to date) and Rs. 1,625,083,791 as at the quarter ended 31st December, 2011 (date of quarter end). These financial statements and other financial information have been audited by other auditors except



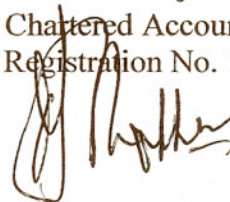
for Sonata Software GmbH whose financial statements have been reviewed by their auditors, whose reports have been furnished to us and our opinion on the quarterly financial results and the year to date results, to the extent they have been derived from such financial statements is based solely on the 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
 - (g) Sonata Software (Qatar) 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 December, 2011 as well as the consolidated year to date results for the period from 1st April, 2011 to 31st December, 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 : 14th February, 2012

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

Figures in Rs. Lakhs
(Except EPS)

	Particulars	Quarter ended			Nine months ended		Year ended
		31.12.2011	30.09.2011	31.12.2010	31.12.2011	31.12.2010	31.03.2011
1	Sales and Services	52,625.49	38,492.23	34,801.48	1,24,517.41	1,07,245.80	1,39,319.65
2	Other Operating Income	69.90	462.06	896.48	1,009.90	1,064.10	1,543.89
3	Total Operating Income	52,695.39	38,954.29	35,697.96	1,25,527.31	1,08,309.90	1,40,863.55
4	Expenditure						
	a) (Increase) / Decrease in stocks	(2,655.64)	282.11	2,604.14	(2,307.19)	(121.56)	454.32
	b) Purchase of traded items	35,172.84	17,489.34	11,157.73	63,812.75	42,823.92	52,861.31
	c) Staff Costs	11,580.80	11,462.00	10,609.12	34,271.60	31,213.39	41,900.24
	d) Employee Restructuring (Refer notes)	432.90	-	-	432.90	-	-
	d) Depreciation	1,083.09	1,157.09	964.11	3,291.84	2,884.11	3,869.09
	e) Other operating Expenses	8,064.83	7,425.10	7,638.98	24,181.79	22,679.86	30,169.64
	Total Expenditure	53,678.81	37,815.64	32,974.08	1,23,683.68	99,479.73	1,29,254.60
5	Profit from operations before other Income & Interest	(983.42)	1,138.65	2,723.87	1,843.63	8,830.17	11,608.95
6	Other Income	159.68	51.38	107.68	285.23	168.90	231.31
7	Profit before Interest	(823.74)	1,190.03	2,831.55	2,128.86	8,999.08	11,840.26
8	Interest	262.85	317.78	177.53	762.59	486.35	568.72
9	Profit after Interest but before tax	(1,086.59)	872.25	2,654.02	1,366.27	8,512.72	11,271.54
10	Tax expense/provision	181.45	(334.56)	470.54	863.05	1,484.05	1,671.58
11	Net Profit after Tax before minority interest	(1,268.04)	1,206.81	2,183.49	503.22	7,028.68	9,599.96
12	Share in earnings of Affiliates						40.40
13	Minority Interest	580.87	(298.38)	(255.42)	602.48	(773.08)	(1,079.39)
14	Net Profit after minority interest	(687.17)	908.43	1,928.07	1,105.70	6,255.60	8,560.96
15	Paid-up Equity Share Capital (FV-Re.1/-)	1,051.59	1,051.59	1,051.59	1,051.59	1,051.59	1,051.59
16	Reserves & Surplus	36,763.00	39,468.20	39,179.72	36,890.10	39,179.72	39,671.54
17	Earning per Share (Face value Re.1/-each)						
	- Basic & Diluted	(0.65)	0.86	1.83	1.05	5.95	8.14
18	Public Shareholding*						
	No. of shares (Face value Re.1/-each)	6,40,97,576	5,96,37,576	5,96,87,576	6,40,97,576	5,96,87,576	5,96,87,576
	% of holding (to total shareholding)	60.95%	56.71%	56.76%	60.95%	56.76%	56.76%
19	Promoters & Promoter group shareholding						
	(a) Pledged / Encumbered						
	- Number of shares	83,75,000	1,33,75,000	1,64,00,000	83,75,000	1,64,00,000	1,33,75,000
	- % of shares(to total holding of Promoter group)	20.40%	29.38%	36.07%	20.40%	36.07%	29.41%
	- % of shares(to total share capital of the Company)	7.96%	12.72%	15.60%	7.96%	15.60%	12.72%
	(b) Non-encumbered						
	- Number of shares	3,26,86,730	3,21,46,730	2,90,71,730	3,26,86,730	2,90,71,730	3,20,96,730
	- % of shares(to total holding of Promoter group)	79.60%	70.62%	63.93%	79.60%	63.93%	70.59%
	- % of shares(to total share capital of the Company)	31.08%	30.57%	27.65%	31.08%	27.65%	30.52%
20	EBIDT %	0.49%	6.02%	10.60%	4.31%	10.95%	11.13%
21	PAT %	-1.30%	2.33%	5.38%	0.88%	5.77%	6.07%
22	ROCE % (Annualised)	-4.18%	10.84%	19.41%	6.10%	21.62%	21.95%
23	RONW % (Annualised)	-7.02%	8.85%	19.57%	3.75%	21.77%	22.20%

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

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

Notes:

- 1 These audited results for the quarter and nine months ended 31st December, 2011, have been taken on record by the Board at its Meeting held on February 14, 2012.
- 2 The Audit Report of the Company for the period bears no qualification.
- 3 Figures have been regrouped wherever necessary to facilitate comparison.
- 4 Employee Restructuring relates to early retirement accrual cost of TUI InfoTec GmbH.
- 5 The consolidated segmentwise revenue and results for the quarter and nine months ended 31st December, 2011 as required under Clause 41 of the Listing Agreement are as follows :

Particulars	Quarter ended			Nine months ended		Year ended	Particulars	Quarter ended			Nine months ended		Year ended
	31.12.2011	30.09.2011	31.12.2010	31.12.2011	31.12.2010	31.03.2011		31.12.2011	30.09.2011	31.12.2010	31.12.2011	31.12.2010	31.03.2011
1. Segment Revenue							Less: Other unallocable expenditure,						
a. Domestic (Sales & Services)	34,129.09	18,689.29	15,496.86	65,454.73	47,852.10	59,792.42	Net of Unallocable Income	-	-	-	-	-	-
b. International (Software Service Exports)	18,496.40	19,802.94	19,304.62	59,062.68	59,393.70	79,527.24							
Total	52,625.49	38,492.23	34,801.48	124,517.41	107,245.80	139,319.65	a. Domestic (Sales & Services)	-	-	-	-	-	-
Less : Inter segment revenue	-	-	-	-	-	-	b. International (Software Service Exports)						
Net sales/income from operations	52625.49	38492.23	34801.48	124517.41	107245.80	139319.65	Total	-	-	-	-	-	-
2. Segment Results													
Profit(+)/loss(-) before tax & Interest							3. Profit Before Tax						
a. Domestic (Sales & Services)	(31.02)	273.39	560.41	271.76	1,659.92	1,761.21	a. Domestic (Sales & Services)	(144.97)	79.29	481.43	(113.83)	1,462.43	1,582.58
b. International (Software Service Exports)	(792.72)	916.64	2,271.14	1,857.10	7,339.16	10,079.05	b. International (Software Service Exports)	(941.62)	792.96	2,172.59	1,480.10	7,050.29	9,688.95
Total	(823.74)	1,190.03	2,831.55	2,128.86	8,999.08	11,840.26	Total Profit Before Tax	(1,086.59)	872.25	2,654.02	1,366.27	8,512.72	11,271.54
Less: Interest							4. Capital Employed						
a. Domestic (Sales & Services)	113.95	194.10	78.98	385.60	197.49	178.62	(Segment assets - Segment liabilities)						
b. International (Software Service Exports)	148.90	123.68	98.55	377.00	288.87	390.10	a. Domestic (Sales & Services)	3,895.57	7,124.83	7,961.01	3,895.57	7,961.01	7,537.07
Total	262.85	317.78	177.53	762.59	486.35	568.72	b. International (Software Service Exports)	33,919.02	36,240.78	35,809.32	33,919.02	35,809.32	36,262.53
							Total	37,814.59	43,365.61	43,770.33	37,814.59	43,770.33	43,799.61

FOR AND ON BEHALF OF THE BOARD OF DIRECTORS

P. SRIKAR REDDY
MANAGING DIRECTOR

Place: Mumbai
Date : February 14, 2012

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



Sonata Consolidated Q3 FY12 Revenue at Rs. 526.25 Cr

Mumbai, Feb 14, 2012

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

Highlights:

Sonata Software Ltd. – Stand Alone for the quarter

- o Revenue at Rs. 56.54 Crores
- o Net profit at Rs. 2.67 Crores
- o Earnings per share (Annualised) at Rs. 1.01
- o Cash from Operation Rs. 12.02 Crores
- o Cash Reserve Rs. 82.70 Crores

Sonata Software Ltd. – Consolidated for the quarter

- o Revenue at Rs. 526.25 Crores
- o Net Loss at Rs. 6.87 Crores
- o Earnings per share (Annualised) at Rs.- 2.61
- o Cash Reserve Rs. 191.62 Crores

Mr Srikar Reddy Deputy Managing Director and COO was appointed as Managing Director. The change was pursuant to the resignation of Mr. Sanjay Viswanathan the current CEO and Managing Director.

Significant Projects:

For an organization that is a distributor of premium brands of cosmetics, toiletries and food products, Sonata is implementing SAP Business All-in-One solution. The solution will help them automate their manually run processes and maintain an efficient operating model. The implementation will cover 5 major distributors and 80 distribution touch points in India and will be eventually rolled-out to 3 other group companies. The SAP solution will provide one single view of information across group companies. It will also strengthen their retailer relationships, control product quality and traceability across the company. The engagement will also help the customer reach out to new markets.

For one of the world's leading automobile companies, Sonata is providing support for managing their complete messaging infrastructure and communicator to all their offices spread across India. Sonata is also maintaining and providing support for AS400 which is hosting the critical enterprise applications of the organization.

A global digital products company has partnered with Sonata for the development of a tool which will be effective in integrating two different defect tracking systems. The solution was developed on open source platform - in a service oriented architecture, and ensures that the synchronization between the two systems happens at real time. Along with the development, Sonata has implemented and migrated their ALM (Auto Lifecycle Management) tool. The tool will help the large user base to migrate to the faster system and will provide enhancements to efficiently optimize their processes.

Sonata is implementing a Business Intelligence (BI) solution for a non-profit, non-political agricultural research organization. The BI solution will integrate information and consolidate historical as well as current data from various regional sources and data levels into a central data warehouse. The integration will provide a unified BI and reporting solution for its end users, core group of researchers within the organization, research grantees, policy makers, development practitioners and donors. The consolidation will eliminate manual development and maintenance of spreadsheets and reduce data consolidation efforts, thus saving time and risk of manual error.



Sonata Software Ltd Financial results - Consolidated

(In Rs. Cr.)

Revenues	Quarter 3 11-12	Quarter 3 10-11	Nine Months 11-12	Nine Months 10-11	Year 10-11
International IT Services	68.78	72.00	208.22	217.70	290.27
TUI InfoTec GmbH (JV)	115.19	120.26	381.06	375.23	503.98
Domestic - Products & Services (Sonata Information Technology Ltd.)	342.28	155.75	655.89	479.52	598.95
Consolidated	526.25	348.01	1,245.17	1,072.46	1,393.20

EBIDTA	Quarter 3 11-12	Quarter 3 10-11	Nine Months 11-12	Nine Months 10-11	Year 10-11
International IT Services	4.98	18.95	32.64	56.94	76.49
TUI InfoTec GmbH (JV)	2.56	13.70	23.91	46.14	64.07
Domestic - Products & Services (Sonata Information Technology Ltd.)	(0.61)	5.30	1.99	15.75	16.53
Consolidated before adjustment	6.92	37.96	58.54	118.83	157.09
TUI InfoTec - Employee Restructuring	(4.33)	-	(4.33)	-	-
Consolidated	2.59	37.96	54.21	118.83	157.09

PAT	Quarter 3 11-12	Quarter 3 10-11	Nine Months 11-12	Nine Months 10-11	Year 10-11
International IT Services	2.81	16.01	22.95	47.96	66.00
TUI InfoTec GmbH (JV)	(3.68)	0.66	(4.07)	6.48	11.12
Domestic - Products & Services (Sonata Information Technology Ltd.)	(3.83)	2.60	(5.65)	8.11	8.48
Consolidated before adjustment	(4.70)	19.28	13.23	62.56	85.61
TUI InfoTec - Employee Restructuring(50.10%)	(2.17)	-	(2.17)	-	-
Consolidated	(6.87)	19.28	11.06	62.56	85.61

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



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.

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