

SONATA

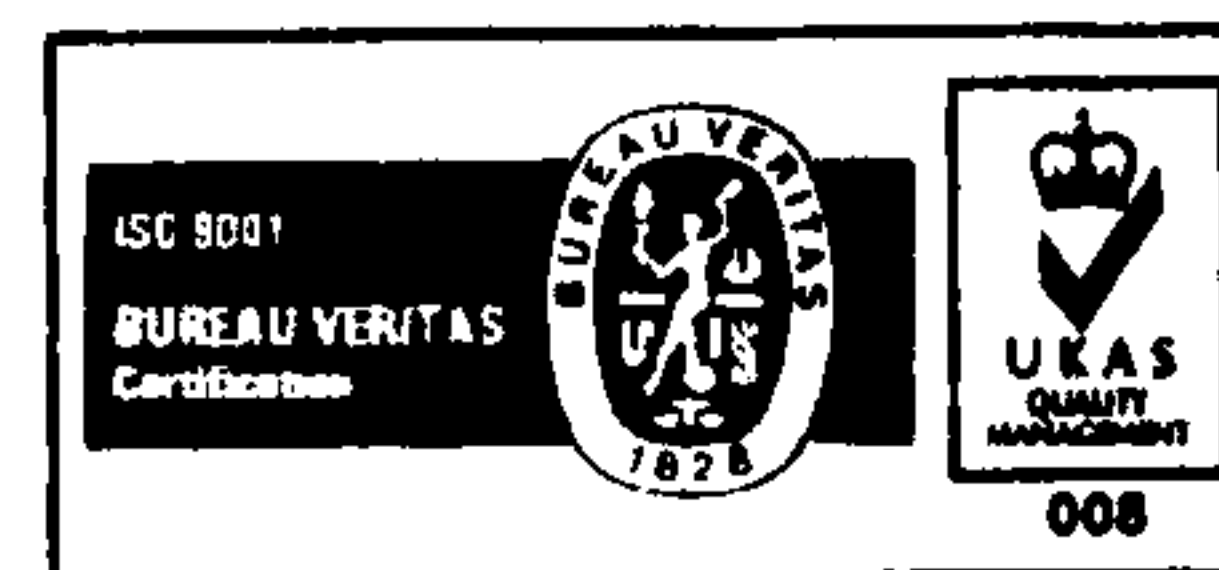


SONATA SOFTWARE LIMITED

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 12, 2013

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, 2012
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 on February 12, 2013. We are sending herewith highlights of the financial results in the prescribed format.

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

LIMITED REVIEW REPORT TO THE BOARD OF DIRECTORS OF SONATA SOFTWARE LIMITED

We have reviewed the accompanying statement of unaudited financial results of **SONATA SOFTWARE LIMITED** (the "Company") for the quarter and nine months ended December 31, 2012 ("the statement"). 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.

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 Auditors 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 opinion.

Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the Accounting Standards referred to in Section 211 (3C) of the Companies Act, 1956 and other recognized accounting practices and policies, has not disclosed the information required to be disclosed in terms of Clause 41 of the Listing Agreement with stock exchange, including the manner in which to be disclosed, or that it contains any material misstatement.

Further, we also report that we have traced the number of shares as well as the percentage of shareholding in respect of aggregate amount of public shareholdings and the number of shares as well as percentage of shares pledged / encumbered shares and non-encumbered shares of promoter and promoter group shareholders in terms of Clause 35 of the Listing Agreements and the particulars relating to undisputed investor complaints from the details furnished by the Registrars / Management.

For Deloitte Haskins & Sells
Chartered Accountants
(Registration No. 008072S)



V. Srikumar
Partner
Membership No.: 84494

Place: Bangalore
Date: February 12, 2013

SONATA SOFTWARE LIMITED

Registered Office: 208, T.V. Industrial Estate, S.K. Ahire Marg, Worli, Mumbai - 400 030

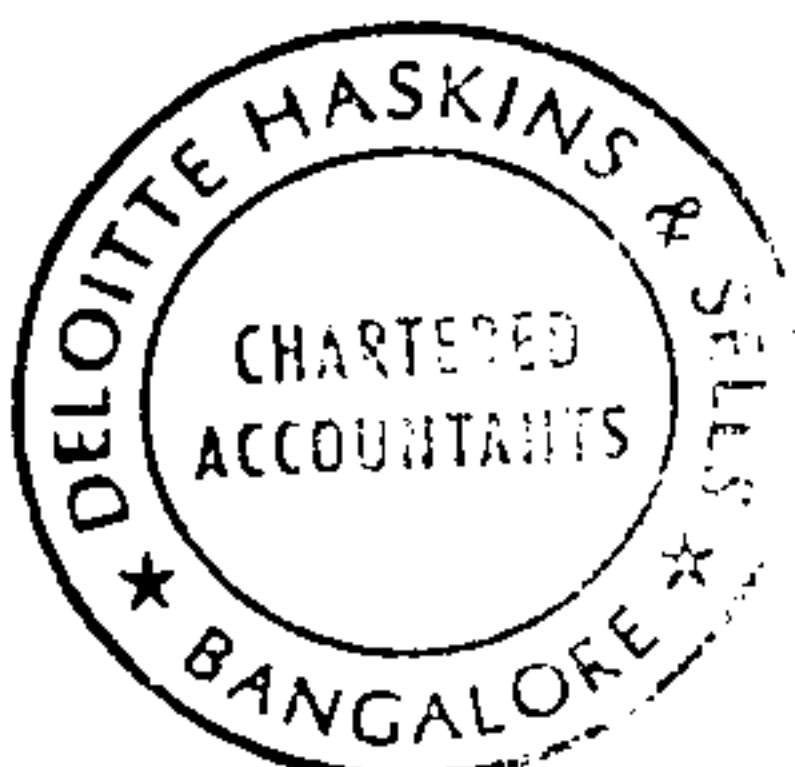
Corporate Office: 1/4, A.P.S Trust Building, Bull Temple Road, N.R. Colony, Bangalore - 560 019

Part I

(Rs in lakhs)

Statement of Standalone Unaudited Results for the Quarter and Nine months Ended 31/12/2012

Sr #	Particulars	3 months ended 31/12/2012	Preceding 3 months ended 30/09/2012	Corresponding 3 months ended 31/12/2011 in the previous year	Nine months ended 31/12/2012	Corresponding Nine months ended 31/12/2011 in the previous year	Previous year Ended 31/03/2012
		<i>(Unaudited)</i>	<i>(Unaudited)</i>	<i>(Audited)</i>	<i>(Unaudited)</i>	<i>(Audited)</i>	<i>(Audited)</i>
1	Income from operations						
	(a) Net sales/income from operations	5,721.55	5,810.53	5,654.07	16,998.37	17,150.11	22,340.17
	(b) Other operating income	50.05	22.49	37.63	116.29	132.60	197.21
	Total income from operations (net)	5,771.60	5,833.02	5,691.70	17,114.66	17,282.71	22,537.38
2	Expenses						
	(a) Employee benefits expense	3,458.74	3,019.91	3,708.21	9,775.97	11,056.23	14,611.56
	(b) Depreciation and amortisation expense	250.73	259.20	266.27	741.66	824.05	1,077.10
	(c) Net Exchange (Gain)/ Loss	468.12	614.00	(13.95)	1,334.37	(775.20)	(357.41)
	(d) Other expenses	1,610.21	1,665.51	1,537.67	4,869.66	4,485.01	6,012.23
	Total expenses	5,787.80	5,558.62	5,498.20	16,721.66	15,590.09	21,343.48
3	Profit / (Loss) from operations before other income, finance costs and exceptional items	(16.20)	274.40	193.50	393.00	1,692.62	1,193.90
4	Other income	267.23	391.32	209.09	864.41	653.74	835.40
5	Profit / (Loss) from ordinary activities before finance costs and exceptional items	251.03	665.72	402.59	1,257.41	2,346.36	2,029.30
6	Finance costs	0.02	0.76	1.56	0.78	1.56	1.58
7	Profit / (Loss) from ordinary activities after finance costs but before exceptional items	251.01	664.96	401.03	1,256.63	2,344.80	2,027.72
8	Exceptional items	-	-	-	-	-	-
9	Profit / (Loss) from ordinary activities before tax	251.01	664.96	401.03	1,256.63	2,344.80	2,027.72
10	Tax expense	177.51	272.90	134.47	554.46	552.70	537.14
11	Net Profit / (Loss) from ordinary activities after tax	73.50	392.06	266.56	702.17	1,792.10	1,490.58
12	Extraordinary items (net of tax expenses)	-	-	-	-	-	-
13	Net Profit / (Loss) for the period	73.50	392.06	266.56	702.17	1,792.10	1,490.58
14	Share of profit / (loss) of associates	-	-	-	-	-	-
15	Minority interest	-	-	-	-	-	-
16	Net Profit / (Loss) after taxes, minority interest and share of of profit / (loss) of associates	73.50	392.06	266.56	702.17	1,792.10	1,490.58
17	Paid-up equity share capital (Face Value Rs.1/-)	105,159,306	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						28,818.60
19 (i)	Earnings per share (before extraordinary items) (of Rs 1/- each) (not annualised):						
	(a) Basic	0.07	0.37	0.25	0.67	1.70	1.42
	(b) Diluted	0.07	0.37	0.25	0.67	1.70	1.42
19(ii)	Earnings per share (after extraordinary items) (of Rs 1/- each) (not annualised):						
	(a) Basic	0.07	0.37	0.25	0.67	1.70	1.42
	(b) Diluted	0.07	0.37	0.25	0.67	1.70	1.42



Part II							
(Rs. In lakhs)							
Information for the Quarter and Nine months Ended 31/12/2012							
Sr #	Particulars	3 months ended 31/12/2012	Preceding 3 months ended 30/09/2012	Corresponding 3 months ended 31/12/2011 in the previous year	Nine months ended 31/12/2012	Corresponding Nine months ended 31/12/2011 in the previous year	Previous year Ended 31/03/2012
A	PARTICULARS OF SHAREHOLDING						
1	Public Shareholding						
	- Number of Shares	65,411,805	65,382,419	64,097,576	65,411,805	64,097,576	65,372,819
	- Percentage of shareholding	62.20%	62.17%	60.95%	62.20%	60.95%	62.17%
2	Promoters and Promoter Group Shareholding						
	a) Pledged / Encumbered						
	- Number of shares	8,825,000	10,025,000	8,375,000	8,825,000	8,375,000	14,125,000
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	22.20%	25.20%	20.40%	22.20%	20.40%	35.50%
	- Percentage of shares (as a % of the total share capital of the company)	8.39%	9.53%	7.96%	8.39%	7.96%	13.43%
	b) Non - encumbered						
	- Number of shares	30,922,501	29,751,887	32,686,730	30,922,501	32,686,730	25,661,487
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	77.80%	74.80%	79.60%	77.80%	79.60%	64.50%
	- Percentage of shares (as a % of the total share capital of the company)	29.41%	28.29%	31.08%	29.41%	31.08%	24.40%

	Particulars	Quarter ended 31/12/2012
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	-

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 12, 2013.
- In accordance with Clause 41 of the Listing Agreement the Statutory Auditors have carried out a 'Limited Review' of the Stand alone financial results for the quarter and 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)
- Previous year figures have been regrouped/reclassified wherever necessary to confirm to current period's classification

Place: Bangalore
Date : February 12, 2013

FOR AND ON BEHALF OF THE BOARD OF DIRECTORS

SRIKAR RIDDY
MANAGING DIRECTOR & CEO



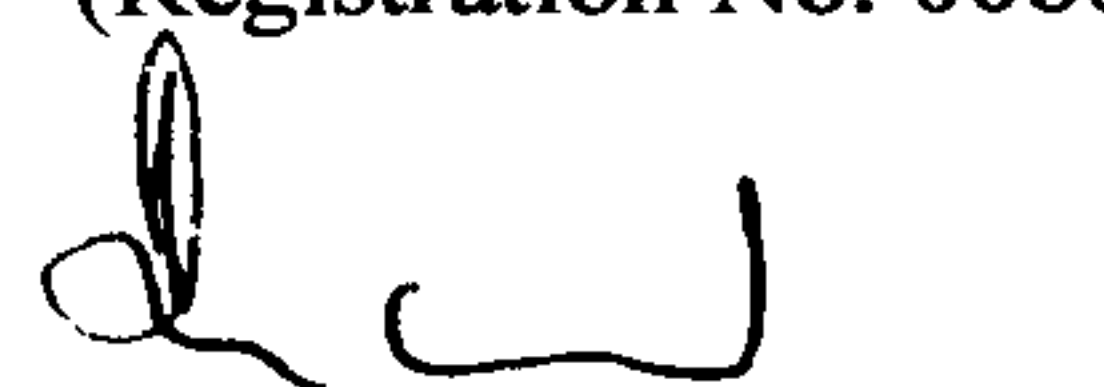
LIMITED REVIEW REPORT TO THE BOARD OF DIRECTORS OF SONATA SOFTWARE LIMITED

1. We have reviewed the accompanying statement of Unaudited Consolidated Financial Results ("the Statement") of **SONATA SOFTWARE LIMITED** ("the Company") and its subsidiaries (the Company and its subsidiaries constitute "the Group") for the quarter and nine months ended December 31, 2012. 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 these financial results 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 opinion.
3. 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
4. The Statement reflects the Group's share of total revenues of Rs. 6,010 lakhs and Rs. 17,669 lakhs for the quarter and nine months period ended December 31, 2012 respectively and groups share of profit after tax of Rs. 929 Lakhs and groups share of loss of Rs.4,461 lakhs for the quarter and nine months ended December 31, 2012 respectively relating to certain subsidiaries whose results have been audited by the other auditors and whose reports have been considered by us in submitting our report.
5. Based on our review and read with our comments in paragraph 4 above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the Accounting Standards referred to in Section 211 (3C) of the Companies Act, 1956 and other recognized 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.

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6. Further, we also report that we have traced the number of shares as well as the percentage of shareholdings in respect of the aggregate amount of public shareholdings and the number of shares as well as the percentage of shares pledged/encumbered in respect of the aggregate amount of promoter and promoter group in terms of Clause 35 of the Listing Agreements from the details furnished by the Management and the particulars relating to the undisputed investor complaints from the details furnished by the Registrars/ Management.

For Deloitte Haskins & Sells
Chartered Accountants
(Registration No. 008072S)



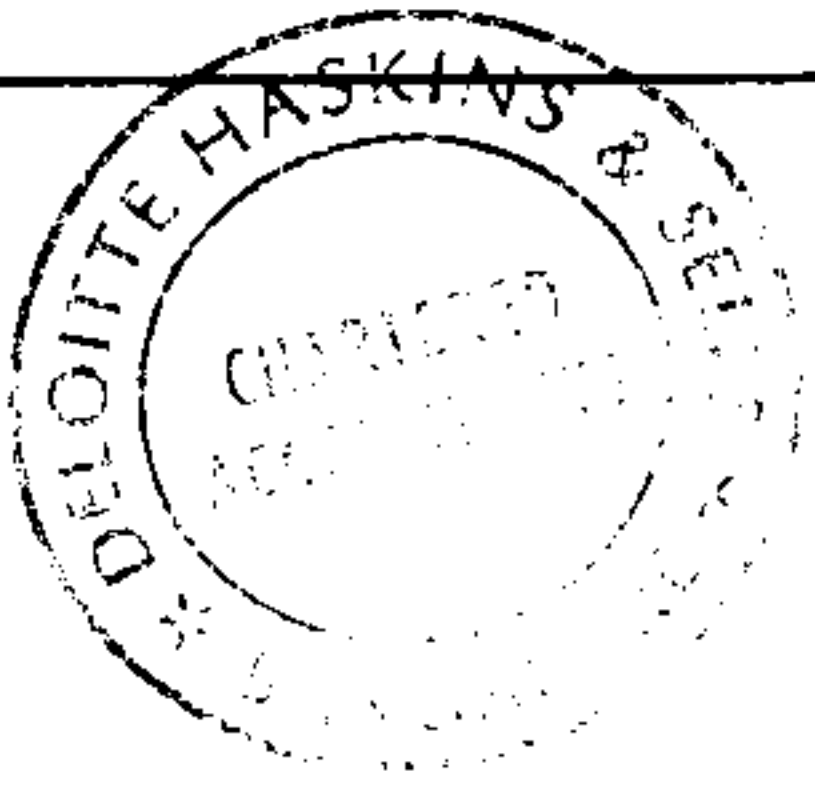
V. Srikumar
Partner
Membership No.: 84494

Place: Bangalore
Date: February 12, 2013

(Rs. in lakhs)

Statement of Consolidated Unaudited Results for the Quarter and Nine months Ended 31/12/2012

Sr #	Particulars	3 months ended 31/12/2012	Preceeding 3 months ended 30/09/2012	Corresponding 3 months ended 31/12/2011 in the previous year	Nine months ended 31/12/2012	Corresponding Nine months ended 31/12/2011 in the previous year	Previous year Ended 31/03/2012
		(Unaudited)	(Unaudited)	(Audited)	(Unaudited)	(Audited)	(Audited)
1	Income from operations						
	(a) Net sales/income from operations	39,475.56	37,774.74	52,625.49	105,084.54	124,517.41	156,147.85
	(b) Other operating income	57.68	26.75	69.90	137.85	1,009.90	652.06
	Total income from operations (net)	39,533.24	37,801.49	52,695.39	105,222.39	125,527.31	156,799.91
2	Expenses						
	(a) Purchases of stock-in-trade	28,851.14	25,974.04	35,172.84	70,697.85	63,812.75	77,024.28
	(b) Changes in inventories of stock-in-trade	(32.66)	762.83	(2,655.64)	3,332.65	(2,307.19)	(3,022.12)
	(c) Employee benefits expense	5,883.48	5,452.82	11,580.80	16,876.46	34,271.60	45,584.82
	(d) Depreciation and amortisation expense	260.17	267.42	1,083.09	766.61	3,291.84	4,590.67
	(e) Other expenses	3,244.45	4,415.10	8,064.83	10,398.70	24,181.79	32,003.07
	Total expenses	38,206.58	36,872.21	53,245.92	102,072.27	123,250.79	156,180.72
3	Profit / (Loss) from operations before other income, finance costs and exceptional items	1,326.66	929.28	(550.53)	3,150.12	2,276.52	619.19
4	Other income	161.34	233.41	159.68	482.29	285.23	959.76
5	Profit / (Loss) from ordinary activities before finance costs and exceptional items	1,488.00	1,162.69	(390.85)	3,632.41	2,561.75	1,578.95
6	Finance costs	213.88	146.01	262.85	461.08	762.59	1,180.86
7	Profit / (Loss) from ordinary activities after finance costs but before exceptional items	1,274.12	1,016.68	(653.70)	3,171.33	1,799.16	398.09
8	Exceptional items (Refer Note 4 & 5)						
	(i) Loss on sale of subsidiary	-	5,805.57	-	5,805.57	-	-
	(ii) Reversal of share of losses on sale of TUI	-	(2,465.67)	-	-	-	-
	(iii) Restructuring costs	-	-	432.90	-	432.90	1,189.44
9	Profit / (Loss) from ordinary activities before tax	1,274.12	(2,323.22)	(1,086.60)	(2,634.24)	1,366.26	(791.35)
10	Tax expense	409.89	276.44	181.45	871.00	863.05	941.70
11	Net Profit / (Loss) from ordinary activities after tax	864.23	(2,599.66)	(1,268.05)	(3,505.24)	503.21	(1,733.05)
12	Extraordinary items (net of tax expenses)	-	-	-	-	-	-
13	Net Profit / (Loss) for the period	864.23	(2,599.66)	(1,268.05)	(3,505.24)	503.21	(1,733.05)
14	Share of profit / (loss) of associates	-	-	-	-	-	232.45
15	Minority interest	0.94	1.22	580.87	3.18	602.48	1,241.63
16	Net Profit / (Loss) after taxes, minority interest and share of of profit / (loss) of associates	865.17	(2,598.44)	(687.18)	(3,502.06)	1,105.69	(258.97)
17	Paid-up equity share capital (Face Value Rs. 1 /-)	105,159,306	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						36,401.56
19 (i)	Earnings per share (before extraordinary items) (of ` 1/- each) (not annualised):						
	(a) Basic	0.82	(2.47)	(0.65)	(3.33)	1.05	(0.25)
	(b) Diluted	0.82	(2.47)	(0.65)	(3.33)	1.05	(0.25)
19(ii)	Earnings per share (after extraordinary items) (of ` 1/- each) (not annualised):						
	(a) Basic	0.82	(2.47)	(0.65)	(3.33)	1.05	(0.25)
	(b) Diluted	0.82	(2.47)	(0.65)	(3.33)	1.05	(0.25)



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 II (Rs. in lakhs)

Information for the Quarter and Nine months Ended 31/12/2012

Sr #	Particulars	3 months ended 31/12/2012	Preceeding 3 months ended 30/09/2012	Corresponding 3 months ended 31/12/2011 in the previous year	Nine months ended 31/12/2012	Corresponding Nine months ended 31/12/2011 in the previous year	Previous year Ended 31/03/2012
A	PARTICULARS OF SHAREHOLDING						
1	Public Shareholding						
	- Number of Shares	65,411,805	65,382,419	64,097,576	65,411,805	64,097,576	65,372,819
	- Percentage of shareholding	62.20%	62.17%	60.95%	62.20%	60.95%	62.17%
2	Promoters and Promoter Group Shareholding						
a)	Pledged / Encumbered						
	- Number of shares	8,825,000	10,025,000	8,375,000	8,825,000	8,375,000	14,125,000
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	22.20%	25.20%	20.40%	22.20%	20.40%	35.50%
	- Percentage of shares (as a % of the total share capital of the company)	8.39%	9.53%	7.96%	8.39%	7.96%	13.43%
b)	Non - encumbered						
	- Number of shares	30,922,501	29,751,887	32,686,730	30,922,501	32,686,730	25,661,487
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	77.80%	74.80%	79.60%	77.80%	79.60%	64.50%
	- Percentage of shares (as a % of the total share capital of the company)	29.41%	28.29%	31.08%	29.41%	31.08%	24.40%

	Particulars	Quarter ended 31/12/2012
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	-



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 12, 2013.
- 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, 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'). 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. The Company had in the consolidated results for the quarter ended June 30, 2012 and for the period 1 October 2011 to 31 March 2012 recognized its share of such losses amounting to Rs. 2,465.67 lacs and Rs. 1,305.03 lacs respectively.

On the effective date of the sale (October 1, 2011), the loss on disposal of TUI would have amounted to Rs. 7,110.60 lacs. The loss recognized during the quarter, and half year ended September 30, 2012, pursuant to the sale is netoff the loss of Rs. 1,305.03 lacs recognized in the period 1 October 2011 to 31 March 2012 and is included under exceptional items. Further, the company's share of net losses as recognized in the quarter ended June 2012 of Rs. 2,465.67 lacs has been reversed in the quarter ended September 30, 2012 and 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 and nine months ended December 31, 2012 are not comparable with quarter and nine months ended December 31, 2011, and year ended March 31, 2012.

The above results include the following profit/ (loss) from operations of TUI as were consolidated in quarter and nine months ended December 31, 2011 and previous year ended March 31, 2012 :

Particulars	(Rs. in lakhs)		
	Quarter ended 31/12/2011	Nine months ended 31/12/2011	Previous year Ended 31/03/2012
	(Audited)	(Audited)	(Audited)
1. Income from operations			
(a) Net sales/income from operations	12,486.30	40,999.47	53,273.95
(b) Other operating income	27.89	340.38	376.63
Total income from operations (net)	12,514.19	41,339.85	53,650.58
2. Expenses			
(a) Purchases of stock-in-trade	47.27	81.23	43.52
(b) Changes in inventories of stock-in-trade	(179.85)	84.93	122.64
(c) Employee benefits expense	6,220.55	18,516.87	24,705.45
(d) Depreciation and amortisation expense	811.37	2,452.81	3,493.00
(e) Other expenses	6,245.78	20,398.16	26,157.99
Total expenses	13,145.12	41,534.00	54,522.60
3. Profit / (Loss) from operations before other income, finance costs and exceptional items	(630.93)	(194.15)	(872.02)
4. Other income	21.21	51.51	69.61
5. Profit / (Loss) from ordinary activities before finance costs and exceptional items	(609.72)	(142.64)	(802.41)
6. Finance costs	147.34	375.44	506.47
7. Profit / (Loss) from ordinary activities after finance costs but before exceptional items	(757.06)	(518.08)	(1,308.88)
8. Exceptional Items Restructuring costs (Refer Note 5)	432.90	432.90	1,189.44
9. Profit / (Loss) from ordinary activities before tax	(1,189.96)	(950.98)	(2,498.32)
10. Tax expense	5.82	281.00	293.36
11. Net Profit / (Loss) from ordinary activities after tax	(1,195.78)	(1,231.98)	(2,791.68)
12. Minority interest	580.55	601.94	1,471.87
13. Net Profit / (Loss) for the period	(615.23)	(630.04)	(1,319.81)

Had the loss on sale of TUI been recorded as on October 1, 2011, the Net Profit and EPS for the quarter ended September 30, 2012 and December 31, 2011, nine months ended December 31, 2012 and December 31, 2011 previous year ended March 31, 2012 would have been as under:

Particulars	Quarter ended 30/09/2012	Quarter ended 31/12/2011	Nine months ended 31/12/2012	Nine months ended 31/12/2011	Previous year Ended 31/03/2012
	(Unaudited)	(Audited)	(Unaudited)	(Audited)	(Audited)
Net Profit / (Loss) for the period	741.46	(7,182.55)	2,303.51	(5,374.87)	(6,064.54)
Earnings per share of Re 1/- each (not annualised)					
(a) Basic	0.71	(6.83)	2.19	(5.11)	(5.77)
(b) Diluted	0.71	(6.83)	2.19	(5.11)	(5.77)

- 5 Exceptional items for quarter ended and nine months ended December 31, 2011 and year ended March 31, 2012 relate to accrual of employee restructuring costs on account of early retirement in the Company's subsidiary TUI InfoTec GmbH.



The consolidated segmentwise revenue and results for the quarter and nine months ended December 31, 2012 excluding TUI operations wef April 1, 2012 (Refer Note 4 above) as required under Clause 41 of the Listing Agreement are as follows :

Particulars	Quarter ended			Nine months ended		(Rs. in lakhs) Previous Year ended
	12/31/2012	9/30/2012	12/31/2011	12/31/2012	12/31/2011	3/31/2012
1. Segment Revenue						
a. Domestic (Sales & Services)	31,060.68	29,029.94	34,139.15	80,493.08	65,473.01	79,237.04
b. International (Software Service Exports)	8,472.56	8,771.55	18,556.24	24,729.31	60,054.29	77,562.87
Total	39,533.24	37,801.49	52,695.39	105,222.39	125,527.31	156,799.91
Less : Inter segment revenue	-	-	-	-	-	-
Net sales/income from operations	39,533.24	37,801.49	52,695.39	105,222.39	125,527.31	156,799.91
2. Segment Results						
Profit/(loss) before tax & interest						
a. Domestic (Sales & Services)	708.00	566.82	(58.03)	1,624.62	244.76	387.71
b. International (Software Service Exports)	780.00	595.87	(332.82)	2,007.79	2,316.99	1,191.24
Total	1,488.00	1,162.69	(390.85)	3,632.41	2,561.75	1,578.95
Less: Finance costs	213.88	146.01	262.85	461.08	762.59	1,180.86
Less: Other unallocable expenditure,	-	-	-	-	-	-
Net of Unallocable Income	-	-	-	-	-	-
3. Profit Before Tax and exceptional item	1,274.12	1,016.68	(653.70)	3,171.33	1,799.16	398.09
Exceptional item (Refer Note 4 & 5)						
(i) Loss on sale of subsidiary	-	5,805.57	-	5,805.57	-	-
(ii) Restructuring costs	-	-	432.90	-	432.90	1,189.44
Profit Before Tax	1,274.12	(4,788.89)	(1,086.60)	(2,634.24)	1,366.26	(791.35)
4. Capital Employed						
(Segment assets - Segment liabilities)						
a. Domestic (Sales & Services)	(1,870.34)	5,869.68	(1,730.95)	(1,870.34)	(1,730.95)	(1,062.04)
b. International (Software Service Exports)	22,690.25	15,061.77	25,746.47	22,690.25	25,746.47	27,685.53
c. Unallocated	13,260.41	12,083.86	13,799.07	13,260.41	13,799.07	10,829.66
Total	34,080.32	33,015.31	37,814.59	34,080.32	37,814.59	37,453.15

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

Place: Bangalore
Date : February 12, 2013

FOR AND ON BEHALF OF THE BOARD OF DIRECTORS

P SRIKAR REDDY
MANAGING DIRECTOR & CEO





Sonata Software - Consolidated Q3 FY13 Revenues at Rs. 395 Crores; Growth of 5% (QoQ)

Bangalore, Feb 12, 2013

Sonata Software, an IT consulting and software services provider, today reported its unaudited financial results for the quarter ended December 31, 2012.

Sonata Software Limited - Segmental Financial highlights

(INR 'Crores)

Revenues	Q3 - 12-13	Q2 - 12-13	Q3 - 11-12	QoQ	YoY
International IT Services	84.12	82.69	69.32	2%	21%
Domestic - Products & Services	311.21	289.70	341.39	7%	-9%
Consolidated *	395.33	378.01	410.71	5%	-4%
EBIDTA	Q3 - 12-13	Q2 - 12-13	Q3 - 11-12	QoQ	YoY
International IT Services	12.17	11.21	6.94	9%	75%
Domestic - Products & Services	7.10	5.70	(2.03)	25%	450%
Consolidated *	17.48	15.07	4.91	16%	256%
PAT	Q3 - 12-13	Q2 - 12-13	Q3 - 11-12	QoQ	YoY
International IT Services	6.11	5.05	3.12	21%	96%
Domestic - Products & Services	2.55	3.13	(3.83)	-19%	166%
Consolidated PAT Before Extra Ordinary Items *	8.65	8.18	(0.72)	6%	1303%
Extra Ordinary items					
(i) Loss on sale of subsidiary TUI InfoTec	-	(58.06)	-		
(ii) Profit/(loss) on TUI Info Tec	-	23.90	(6.15)		
Consolidated PAT after Extra Ordinary Items *	8.65	(25.98)	(6.87)		

* 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.

Result Highlights for the quarter

• **Consolidated:**

- Revenues: QoQ growth of 5%.
- EBIDTA growth: 16% QoQ and 256% YoY.
- PAT growth: 6% QoQ and 1303% YoY.
- Cash reserves stood at INR 172 crores.



- **International IT Services:**

- Revenues in INR 84 Crores, a growth of 21% YoY.
- Revenue in USD 16 Million, a growth of 14% YoY.
- EBIDTA in INR 12.17 Crores, a growth of 75% YoY.
- PAT in INR 6.11 Crores, a growth of 96% YoY.

- **Domestic Products :**

- EBIDTA: in INR 7.10 Crores, a growth of 450% YoY.
- PAT: in INR 2.55 Crores, a growth of 166% YoY.

Speaking on the results Mr. Srikar Reddy, Managing Director & CEO of the Company said "Our continued efforts in offering a differentiated value proposition and offerings to our clients are beginning to show results. We continue to invest in new technologies and markets."

Sonata has launched a number of technology initiatives in Q3 that includes:

- Setting up of a 'New Technology Group' with specific concentration on SMAC (Social, Mobility, Analytics & Big Data and Cloud).
- Sonata is developing a range of solutions based on Kinect sensor technologies and sentiment analysis tools which will have significant potential for its clients in Retail & Travel vertical.
- Sonata launched SUMWEB (Sonata Unified Mobile Web Enablement), a solution to accelerate mobile enablement of websites, which can be hosted on-premise and on cloud.
- As part of its overall Business Intelligence and Business Analytics Center of Excellence (CoE), Sonata has launched a range of service offerings around SAP Business Analytics which includes setting up of customer-specific SAP BOBJ CoEs, Data Integration services, Reports Migration factory, HANA based services and Mobile analytics.
- It signed a worldwide partnership with an enterprise social networking platform, to offer its clients best of social, mobile, cloud and analytics technologies. Sonata will offer a range of solutions on the social networking platform that which will help enterprises drive collaboration while improving employee productivity.
- In India, Sonata also partnered with TIBCO Software, a provider of infrastructure software, to distribute TIBCO's software licenses in India, along with Sonata's integration services.
- Partnership with a global technology major to set up a Center of Excellence (CoE) on its platform that will help Sonata offer comprehensive and high performance Business Intelligence (BI) and Business Analytics (BA) solutions to its clients, that includes - Consulting and Advisory Services, Proof of Concept, Implementation and Managed Services.
- Sonata was also featured in the Forrester (November 2012) report 'Navigating the Microsoft Services Landscape', where Forrester has highlighted that "Sonata Software is a leading provider of Microsoft AX and Azure services".



- In order to support its new technology initiatives and enhance its services to global customers, Sonata also expanded its geographical footprint by launching operations in Singapore and Sydney.

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 Centres 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