



Sonata Consolidated Q3 FY11 Net Profit at Rs. 19.28 Cr

Bangalore, Feb 14, 2011

Leading Indian software solutions company, Sonata Software Ltd. today reported its audited financial results for the quarter and nine months ended 31st December 2010.

Highlights:

Nine Months

Sonata Software Ltd. – Stand Alone

- o Revenue at US\$ 41.82 Mn (US\$ 37.48 Mn) up 12% YoY
- o Revenue at Rs. 189.65 Cr (Rs.177.32 Cr) up 7% YoY
- o EBIDTA at Rs. 55.89 Cr (Rs. 52.60 Cr) up 6% YoY
- o Net profit at Rs. 45.75 Cr (Rs.44.42 Cr) up 3% YoY
- o Earnings per share (Annualised) at Rs.5.80 (Rs.5.63) up 3% YoY
- o RONW and ROCE (Annualised) at 20%
- o Cash Reserves : Rs. 58.48 Cr (Rs.46.49 Cr)

Sonata Software Ltd. – Consolidated

- o Revenue at Rs. 1072.46 Cr (Rs. 1061.35 Cr)
- o Net profit at Rs. 62.56 Cr (Rs. 61.09 Cr)
- o Earnings per share (Annualized) at Rs. 7.93 (Rs. 7.75)
- o RONW & ROCE (Annualised) at 22%
- o Consolidated Cash Reserves : Rs.183.76 Cr (Rs. 157.13 Cr)

Quarter

Sonata Software Ltd. – Stand Alone

- o Revenue at US\$ 13.95 Mn (US\$ 13.15 Mn) up 6% YoY
- o Revenue at Rs. 61.57 Cr (Rs. 60.51 Cr)
- o EBIDTA at Rs. 19.11 Cr (Rs. 18.89 Cr)
- o Net profit at Rs. 15.68 Cr (Rs. 16.36 Cr)
- o Earnings per share (Annualised) at Rs.5.97 (Rs.6.22)
- o RONW and ROCE (Annualised) at 20%

Sonata Software Ltd. – Consolidated

- o Revenue at Rs. 348.01 Cr (Rs. 336.00 Cr) up 4% YoY
- o Net profit at Rs. 19.28 Cr (Rs. 21.98 Cr)
- o Earnings per share (Annualized) at Rs. 7.33 (Rs. 8.36)
- o RONW (Annualised) at 20% & ROCE (Annualised) at 19%

** Figures shown in brackets pertains to Q3 09-10*



Significant Projects:

For a scientific, nonprofit, standards-setting organization that advances public health through public standards and related programs, Sonata is involved in setting up the IT infrastructure at their new facility. As a part of the engagement, Sonata will provide IT Consultancy Services, Project Management Services and Post Implementation Support (Managed Services) to the customer. The state of the art IT setup will help the customer to enhance their office productivity and laboratory efficiency. It will provide them a consolidated storage management system for better administration of their Building Management System which is critical for their laboratory. This will also help in saving communication costs (through VoIP) besides providing them better global connectivity.

Sonata is helping a leading airport and aviation service provider enhance the functionalities of their existing security solution. As a part of the engagement, Sonata has helped the customer analyze the scope of the application and select the right technology platform to automate processes and meet the future business requirements.

For a company providing online financial services in the US, Sonata is building applets that consumers can buy from the company's web store or from financial institutions. This will enable the customer to provide personalized experience to the web-based consumers and bring in features with a faster time-to-market.

A large central air-conditioning company has partnered with Sonata for the implementation of a robust Call Management System (CMS) on IBM WebSphere Portal. This Call Management System will replace the legacy Customer Relationship Management (CRM) module being used by the Call Center for managing breakdown service related calls. It will also help to reduce the Average Hold Time of a customer call and generate call management related Management Information System (MIS) reports for improving business processes.



Sonata Software Ltd Financial results - Consolidated

(In Rs. Cr.)

Revenues	Quarter 3 10-11	Quarter 3 09-10	Nine months 10-11	Nine months 09-10
International				
- IT Services	72.04	68.73	217.75	200.93
-TUI InfoTec	120.26	154.20	375.23	469.27
Domestic - Sonata Information Technology Ltd.	155.72	113.08	479.48	391.15
Consolidated	348.01	336.00	1,072.46	1,061.35

EBIDTA	Quarter 3 10-11	Quarter 3 09-10	Nine months 10-11	Nine months 09-10
International				
- IT Services	18.95	18.25	56.93	52.18
-TUI InfoTec	13.70	24.07	46.15	68.92
Domestic - Sonata Information Technology Ltd.	5.30	4.09	15.75	10.07
Consolidated	37.96	46.42	118.83	131.17

PAT	Quarter 3 10-11	Quarter 3 09-10	Nine months 10-11	Nine months 09-10
International				
- IT Services	16.02	16.04	47.96	45.38
-TUI InfoTec	0.66	3.77	6.48	10.62
Domestic - Sonata Information Technology Ltd.	2.60	2.17	8.11	5.09
Consolidated	19.28	21.98	62.56	61.09

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



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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