



Sonata Consolidated Q4 FY11 Net Profit at Rs. 23.05 Cr up by 23% YoY

Final Dividend Recommended 100%

Mumbai, April 20, 2011

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

Highlights:

Year

Sonata Software Ltd. – Stand Alone

- Revenue at US\$ 55.14 Mn (US\$ 50.68 Mn) up 9% YoY
- Revenue at Rs. 250.36 Cr (Rs. 236.09 Cr) up 6% YoY
- EBIDTA at Rs. 73.87 Cr (Rs. 69.48 Cr) up 6% YoY
- Net profit at Rs. 61.86 Cr (Rs.60.20 Cr) up 3% YoY
- Earnings per share at Rs.5.88 (Rs. 5.72) up 3% YoY
- Cash & cash equivalents : Rs. 63.09 Cr (Rs. 50.32 Cr)

Sonata Software Ltd. – Consolidated

- Revenue at Rs. 1393.35 Cr (Rs. 1380.44 Cr) up 1% YoY
- Net profit at Rs. 85.61 Cr (Rs. 79.87 Cr) up 7% YoY
- Earnings per share at Rs. 8.14 (Rs. 7.60) up 7% YoY
- 33 new clients were added during the year as against 19 during last year
- Consolidated cash & cash equivalents : Rs. 166.75 Cr (Rs. 107.54 Cr)

Quarter

Sonata Software Ltd. – Stand Alone

- Revenue at US\$ 13.31 Mn (US\$ 13.19 Mn) up 1% YoY
- Revenue at Rs. 60.71 Cr (Rs. 58.77 Cr) up 3% YoY
- EBIDTA at Rs. 17.98 Cr (Rs.16.88 Cr) up 7% YoY
- Net profit at Rs. 16.11 Cr (Rs. 15.79 Cr) up 2% YoY
- Earnings per share (Annualised) at Rs. 6.13 (Rs.6.00) up 2% YoY

Sonata Software Ltd. – Consolidated

- Revenue at Rs. 320.89 Cr (Rs.319.10 Cr) up 1% YoY
- Net profit at Rs. 23.05 Cr (Rs.18.78 Cr) up 23% YoY
- Earnings per share (Annualized) at Rs. 8.77 (Rs. 7.14) up 23% YoY

** Figures shown in brackets pertains to relevant period of Previous year*



Significant Projects:

For a housing organisation, Sonata is implementing an integrated and scalable Enterprise Resource Planning (ERP) solution to help them enhance their IT infrastructure set up and streamline their business processes. Powered by SonnetCONSTRUCT, the implementation will establish smooth information flow across the organisation, enhance business agility, reduce cost and increase productivity. SonnetCONSTRUCT is Sonata's solution framework for the construction and real estate industry and is built on Microsoft Dynamics AX 2009. The implementation will also help them to improve customer service and increase profits.

A leading manufacturer of packaging solutions, paper products and technologically-advanced plastic cards has partnered with Sonata for the implementation of an ERP solution built on Microsoft Dynamics AX 2009. The implementation will cover the organization's Finance, Logistics, Manufacturing, HR and Service Management functions and help them to streamline and integrate all their diversified business units and 9 manufacturing divisions. This will help them to make insightful decisions, simplify their daily operations, standardize processes and thereby reduce overall costs.



Sonata Software Ltd Financial results - Consolidated

(In Rs. Cr.)

Revenues	Quarter 4 10-11	Quarter 4 09-10	Year 10-11	Year 09-10
International				
- IT Services	72.66	65.31	290.40	266.24
-TUI InfoTec	128.75	141.33	503.98	610.60
Domestic - Sonata Information Technology Ltd.	119.49	112.46	598.97	503.61
Consolidated	320.89	319.10	1,393.35	1,380.44

EBIDTA	Quarter 4 10-11	Quarter 4 09-10	Year 10-11	Year 09-10
International				
- IT Services	19.55	16.72	76.48	68.91
-TUI InfoTec	17.93	18.79	64.08	87.71
Domestic - Sonata Information Technology Ltd.	1.52	4.40	17.27	14.47
Consolidated	39.00	39.91	157.83	171.09

PAT	Quarter 4 10-11	Quarter 4 09-10	Year 10-11	Year 09-10
International				
- IT Services	18.05	15.73	66.01	61.11
-TUI InfoTec	4.64	0.52	11.12	11.14
Domestic - Sonata Information Technology Ltd.	0.37	2.53	8.48	7.62
Consolidated	23.05	18.78	85.61	79.87

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 North 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 North 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.

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