

**INDEPENDENT AUDITORS' REVIEW REPORT  
TO THE BOARD OF DIRECTORS OF  
SONATA SOFTWARE LIMITED**

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1. We have reviewed the accompanying Statement of Standalone Unaudited Financial Results of **SONATA SOFTWARE LIMITED** ("the Company") for the Quarter and Nine Months Ended December 31, 2014 ("the Statement"), being submitted by the Company pursuant to Clause 41 of the Listing Agreements with the Stock Exchanges, except for the disclosures in Part II - Select Information referred to in paragraph 4 below. 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.
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 an analytical procedure 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 audit opinion.
3. Based on our review conducted as stated above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the Accounting Standards specified under the Companies Act, 1956 (which are deemed to be applicable as per Section 133 of the Companies Act, 2013, read with Rule 7 of the Companies (Accounts) Rules, 2014) and other accounting principles generally accepted in India, 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.
4. Further, we also report that we have traced the number of shares as well as the percentage of shareholding in respect of the aggregate amount of public shareholding and the number of shares as well as the percentage of shares pledged/encumbered and non-encumbered in respect of the aggregate amount of promoters and promoter group shareholding in terms of Clause 35 of the Listing Agreements and the particulars relating to investor complaints disclosed in Part II - Select Information for the Quarter and Nine Months Ended December 31, 2014 of the Statement, from the details furnished by the Management/Registrars.

For **DELOITTE HASKINS & SELLS**  
Chartered Accountants  
(Firm Registration No. 008072S)



**V. Srikumar**  
Partner  
(Membership No. 84494)

**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		₹ in lakhs)					
Standalone - Unaudited Financial Results for the Quarter and Nine Months Ended December 31, 2014							
Sr #	Particulars	Three months ended December 31, 2014	Preceding three months ended September 30, 2014	Corresponding three months ended December 31, 2013	Nine months ended December 31, 2014	Corresponding Nine months ended December 31, 2013	Year to date figures for Previous Year ended March 31, 2014
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
1	<b>Income from operations</b>						
	(a) Net sales/income from operations	12,433.29	11,459.69	8,953.18	34,010.20	23,890.56	33,282.78
	(b) Other operating income	26.64	10.47	25.08	58.23	56.36	87.67
	<b>Total income from operations (net)</b>	<b>12,459.93</b>	<b>11,470.16</b>	<b>8,978.26</b>	<b>34,068.43</b>	<b>23,946.92</b>	<b>33,370.45</b>
2	<b>Expenses</b>						
	(a) Employee benefits expense	6,930.47	6,257.85	4,473.85	19,004.31	13,280.30	18,627.21
	(b) Depreciation and amortisation expense	123.37	105.80	191.21	411.76	609.09	739.22
	(c) Other expenses	1,954.16	1,994.64	1,988.75	5,980.87	6,092.66	7,803.40
	(d) Net exchange loss/(gain)	(202.66)	(116.75)	408.98	(710.53)	814.71	1,038.60
	<b>Total expenses</b>	<b>8,805.34</b>	<b>8,241.54</b>	<b>7,062.79</b>	<b>24,686.41</b>	<b>20,796.76</b>	<b>28,208.43</b>
3	<b>Profit from operations before other income, finance costs and exceptional items</b>	<b>3,654.59</b>	<b>3,228.62</b>	<b>1,915.47</b>	<b>9,382.02</b>	<b>3,150.16</b>	<b>5,162.02</b>
4	Other income	651.53	458.65	540.85	1,541.55	954.06	1,739.08
5	<b>Profit from ordinary activities before finance costs and exceptional items</b>	<b>4,306.12</b>	<b>3,687.27</b>	<b>2,456.32</b>	<b>10,923.57</b>	<b>4,104.22</b>	<b>6,901.10</b>
6	Finance costs	49.95	37.07	1.16	90.09	16.51	16.64
7	<b>Profit from ordinary activities after finance costs but before exceptional items</b>	<b>4,256.17</b>	<b>3,650.20</b>	<b>2,455.16</b>	<b>10,833.48</b>	<b>4,087.71</b>	<b>6,884.46</b>
8	Exceptional items	-	-	-	-	-	-
9	<b>Profit before tax</b>	<b>4,256.17</b>	<b>3,650.20</b>	<b>2,455.16</b>	<b>10,833.48</b>	<b>4,087.71</b>	<b>6,884.46</b>
10	Tax expense	1,042.34	800.92	487.00	2,528.10	885.97	1,500.25
11	<b>Net Profit for the period after tax</b>	<b>3,213.83</b>	<b>2,849.28</b>	<b>1,968.16</b>	<b>8,305.38</b>	<b>3,201.74</b>	<b>5,384.21</b>
12	Paid-up equity share capital (Face Value ₹ 1/-)	1,051.59	1,051.59	1,051.59	1,051.59	1,051.59	1,051.59
13	Reserve excluding Revaluation Reserves as per balance sheet of previous accounting year						30,879.94
14 (i)	<b>Earnings per share (before extraordinary items) (of ₹ 1/- each) (not annualised):</b>						
	(a) Basic	3.06	2.71	1.87	7.90	3.04	5.12
	(b) Diluted	3.06	2.71	1.87	7.90	3.04	5.12
14(ii)	<b>Earnings per share (after extraordinary items) (of ₹ 1/- each) (not annualised):</b>						
	(a) Basic	3.06	2.71	1.87	7.90	3.04	5.12
	(b) Diluted	3.06	2.71	1.87	7.90	3.04	5.12



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Part II							
Select Information - for the Quarter and Nine Months Ended December 31, 2014							
Sr #	Particulars	Three months ended December 31, 2014	Preceding three months ended September 30, 2014	Corresponding three months ended December 31, 2013	Nine months ended December 31, 2014	Corresponding Nine months ended December 31, 2013	Year ended March 31, 2014
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
<b>A</b>	<b>PARTICULARS OF SHAREHOLDING</b>						
1	Public Shareholding						
	- Number of shares	70,919,145	70,674,145	70,674,145	70,919,145	70,674,145	70,674,145
	- Percentage of shareholding	67.44%	67.21%	67.21%	67.44%	67.21%	67.21%
2	Promoters and Promoter Group Shareholding						
a)	Pledged / Encumbered						
	- Number of shares	1,875,000	1,875,000	1,875,000	1,875,000	1,875,000	1,875,000
	- Percentage of shares (as a % of the total shareholding of promoters and promoter group)	5.48%	5.44%	5.44%	5.48%	5.44%	5.44%
	- Percentage of shares (as a % of the total share capital of the company)	1.78%	1.78%	1.78%	1.78%	1.78%	1.78%
b)	Non - encumbered						
	- Number of shares	32,365,161	32,610,161	32,610,161	32,365,161	32,610,161	32,610,161
	- Percentage of shares (as a % of the total shareholding of promoters and promoter group)	94.52%	94.56%	94.56%	94.52%	94.56%	94.56%
	- Percentage of shares (as a % of the total share capital of the company)	30.78%	31.01%	31.01%	30.78%	31.01%	31.01%

Particulars	Quarter ended December 31, 2014
<b>B</b>	
INVESTOR COMPLAINTS	
Pending at the beginning of the quarter	-
Received during the quarter	11
Disposed of during the quarter	11
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 6, 2015.
- In accordance with Clause 41 of the Listing Agreement, the Statutory Auditors have carried out a 'Limited Review' of the Standalone financial results for the quarter and nine months ended December 31, 2014.
- Consequent to the applicability of the Companies Act, 2013 with effect from April 1, 2014, depreciation for the quarter and nine months ended December 31, 2014 has been calculated based on the useful life as specified under Schedule II of the said Act.  
  
On account of the above, the depreciation for the quarter and nine months ended December 31, 2014 debited to the statement of profit and loss is higher by ₹ 14.43 lakhs and ₹ 108.65 lakhs respectively.  
  
In terms of Schedule II of the Companies Act, 2013 an amount of ₹ 113.53 lakhs (net of tax) has been debited to the opening retained earnings as at April 1, 2014 towards the carrying amount of assets, where the remaining useful life of the assets is Nil.
- Segment results have not been disclosed in the Standalone results since the Company operates in only one Segment viz International (Software Service exports).
- Previous period figures have been regrouped/reclassified wherever necessary to confirm to current period's classification.

FOR AND ON BEHALF OF THE BOARD OF DIRECTORS

  
**SRIHAR REDDY**  
 MANAGING DIRECTOR  
 & CHIEF EXECUTIVE OFFICER

Place : Bengaluru  
Date : February 6, 2015



## INDEPENDENT AUDITORS' REVIEW REPORT TO THE BOARD OF DIRECTORS OF SONATA SOFTWARE LIMITED

1. We have reviewed the accompanying Statement of Consolidated Unaudited Financial Results 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, 2014 ("the Statement"), being submitted by the Company pursuant to Clause 41 of the Listing Agreements with the Stock Exchanges, except for the disclosures in Part II - Select Information referred to in paragraph 5 below. 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.
  
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 an analytical procedure 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 audit opinion.
  
- 3(i). 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
  - h. Rezopia Inc.
  
- 3(ii). We did not review the interim financial information of 3 subsidiaries included in the Statement whose interim financial statements /information /results reflect total revenues of Rs. 342.30 lakhs and Rs.1,032.96 lakhs for the Quarter and Nine Months ended December 31, 2014, respectively and total profit/ (loss) after tax of Rs. 35.36 lakhs and Rs. (79.07) lakhs for the Quarter and Nine Months ended December 31, 2014, respectively, as considered in the consolidated financial results. These interim financial information have been reviewed by other auditors whose reports have been furnished to us by the Management and our report on the Statement, in so far as it relates to the amounts and disclosures included in respect of these subsidiaries, is based solely on the reports of the other auditors.

**Deloitte  
Haskins & Sells**

4. Based on our review conducted as stated above and based on the consideration of the reports of the other auditors referred to in paragraph 3(ii) above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the Accounting Standards specified under the Companies Act, 1956 (which are deemed to be applicable as per Section 133 of the Companies Act, 2013 read with Rule 7 of the Companies (Accounts) Rules, 2014 and other accounting principles generally accepted in India, 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.
5. Further, we also report that we have traced the number of shares as well as the percentage of shareholding in respect of the aggregate amount of public shareholding and the number of shares as well as the percentage of shares pledged/encumbered and non-encumbered in respect of the aggregate amount of promoters and promoter group shareholding in terms of Clause 35 of the Listing Agreements and the particulars relating to investor complaints disclosed in Part II - Select Information for the Quarter and Nine Months Ended December 31, 2014 of the Statement, from the details furnished by the Management/Registrars.

For **DELOITTE HASKINS & SELLS**  
Chartered Accountants  
(Firm Registration No. 008072S)



**V. Srikumar**  
Partner  
(Membership No. 84494)

**BANGALORE**, February 6, 2015  
VS/ VBA/ UB/ 2015

**SONATA SOFTWARE LIMITED**

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Part I Consolidated - Unaudited Financial Results for the Quarter and Nine Months Ended December 31, 2014							(₹ in lakhs)
Sr #	Particulars	Three months ended December 31, 2014	Preceding three months ended September 30, 2014	Corresponding three months ended December 31, 2013	Nine months ended December 31, 2014	Corresponding Nine months ended December 31, 2013	Year ended March 31, 2014
		<i>Unaudited</i>	<i>Unaudited</i>	<i>Unaudited</i>	<i>Unaudited</i>	<i>Unaudited</i>	<i>Audited</i>
<b>1</b>	<b>Income from operations</b>						
	(a) Net sales/income from operations	46,636.59	40,509.88	38,639.61	128,825.58	122,391.23	156,458.95
	(b) Other operating income	70.03	44.91	68.91	154.14	135.39	138.18
	<b>Total income from operations (net)</b>	<b>46,706.62</b>	<b>40,554.79</b>	<b>38,708.52</b>	<b>128,979.72</b>	<b>122,526.62</b>	<b>156,597.13</b>
<b>2</b>	<b>Expenses</b>						
	(a) Purchases of stock-in-trade	29,510.34	19,442.49	23,694.34	80,436.92	81,587.51	100,617.01
	(b) Changes in inventories of stock-in-trade	16.11	4,829.77	256.96	(117.59)	(140.47)	(41.59)
	(c) Employee benefits expense	9,161.16	8,594.15	7,621.35	25,909.49	22,807.24	30,980.07
	(d) Depreciation and amortisation expense	144.76	124.74	206.24	474.26	649.57	796.37
	(e) Other expenses	3,622.41	3,503.72	3,628.09	10,601.02	11,250.51	14,615.94
	(f) Net exchange loss/(gain)	(148.40)	70.41	413.37	(418.86)	53.79	457.85
	<b>Total expenses</b>	<b>42,306.38</b>	<b>36,565.28</b>	<b>35,820.35</b>	<b>116,885.24</b>	<b>116,208.15</b>	<b>147,425.65</b>
<b>3</b>	<b>Profit from operations before other income, finance costs and exceptional items</b>	<b>4,400.24</b>	<b>3,989.51</b>	<b>2,888.17</b>	<b>12,094.48</b>	<b>6,318.47</b>	<b>9,171.48</b>
<b>4</b>	<b>Other income</b>	<b>488.34</b>	<b>322.22</b>	<b>168.59</b>	<b>1,149.73</b>	<b>561.93</b>	<b>1,064.55</b>
<b>5</b>	<b>Profit from ordinary activities before finance costs and exceptional items</b>	<b>4,888.58</b>	<b>4,311.73</b>	<b>3,056.76</b>	<b>13,244.21</b>	<b>6,880.40</b>	<b>10,236.03</b>
<b>6</b>	<b>Finance costs</b>	<b>86.66</b>	<b>79.81</b>	<b>65.60</b>	<b>221.02</b>	<b>211.44</b>	<b>243.48</b>
<b>7</b>	<b>Profit from ordinary activities after finance costs but before exceptional items</b>	<b>4,801.92</b>	<b>4,231.92</b>	<b>2,991.16</b>	<b>13,023.19</b>	<b>6,668.96</b>	<b>9,992.55</b>
<b>8</b>	<b>Exceptional item</b>						
	Interest income on income tax refund	139.91	18.20	-	321.76	715.12	715.12
<b>9</b>	<b>Profit before tax</b>	<b>4,941.83</b>	<b>4,250.12</b>	<b>2,991.16</b>	<b>13,344.95</b>	<b>7,384.08</b>	<b>10,707.67</b>
<b>10</b>	<b>Tax expense</b>	<b>1,391.87</b>	<b>1,164.14</b>	<b>830.27</b>	<b>3,504.89</b>	<b>1,967.28</b>	<b>2,935.34</b>
<b>11</b>	<b>Net Profit after tax</b>	<b>3,549.96</b>	<b>3,085.98</b>	<b>2,160.89</b>	<b>9,840.06</b>	<b>5,416.80</b>	<b>7,772.33</b>
<b>12</b>	<b>Extraordinary items (net of tax expenses)</b>	-	-	-	-	-	-
<b>13</b>	<b>Net Profit for the period</b>	<b>3,549.96</b>	<b>3,085.98</b>	<b>2,160.89</b>	<b>9,840.06</b>	<b>5,416.80</b>	<b>7,772.33</b>
<b>14</b>	<b>Share of profit / (loss) of associates</b>	-	-	-	-	-	-
<b>15</b>	<b>Minority interest</b>	20.85	25.13	1.16	46.41	3.24	4.36
<b>16</b>	<b>Net Profit after taxes, minority interest</b>	<b>3,570.81</b>	<b>3,111.11</b>	<b>2,162.05</b>	<b>9,886.47</b>	<b>5,420.04</b>	<b>7,776.69</b>
<b>17</b>	<b>Paid-up equity share capital (Face Value ₹ 1/-)</b>	1,051.59	1,051.59	1,051.59	1,051.59	1,051.59	1,051.59
<b>18</b>	<b>Reserve excluding Revaluation Reserves as per balance sheet of previous accounting year</b>						36,387.94
<b>19(i)</b>	<b>Earnings per share (before extraordinary items) (of ₹ 1/- each) (not annualised):</b>						
	(a) Basic	3.40	2.96	2.06	9.40	5.15	7.40
	(b) Diluted	3.40	2.96	2.06	9.40	5.15	7.40
<b>19(ii)</b>	<b>Earnings per share (after extraordinary items) (of ₹ 1/- each) (not annualised):</b>						
	(a) Basic	3.40	2.96	2.06	9.40	5.15	7.40
	(b) Diluted	3.40	2.96	2.06	9.40	5.15	7.40





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Part II							
Select Information for the Quarter and Nine Months Ended December 31, 2014							
Sr #	Particulars	Three months ended December 31, 2014	Preceding three months ended September 30, 2014	Corresponding three months ended December 31, 2013	Nine months ended December 31, 2014	Corresponding Nine months ended December 31, 2013	Year ended March 31, 2014
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
<b>A</b>	<b>PARTICULARS OF SHAREHOLDING</b>						
<b>1</b>	Public Shareholding						
	- Number of shares	70,919,145	70,674,145	70,674,145	70,919,145	70,674,145	70,674,145
	- Percentage of shareholding	67.44%	67.21%	67.21%	67.44%	67.21%	67.21%
<b>2</b>	Promoters and Promoter Group Shareholding						
	a) Pledged / Encumbered						
	- Number of shares	1,875,000	1,875,000	1,875,000	1,875,000	1,875,000	1,875,000
	- Percentage of shares (as a % of the total shareholding of promoters and promoter group)	5.48%	5.44%	5.44%	5.48%	5.44%	5.44%
	- Percentage of shares (as a % of the total share capital of the company)	1.78%	1.78%	1.78%	1.78%	1.78%	1.78%
	b) Non - encumbered						
	- Number of shares	32,365,161	32,610,161	32,610,161	32,365,161	32,610,161	32,610,161
	- Percentage of shares (as a % of the total shareholding of promoters and promoter group)	94.52%	94.56%	94.56%	94.52%	94.56%	94.56%
	- Percentage of shares (as a % of the total share capital of the company)	30.78%	31.01%	31.01%	30.78%	31.01%	31.01%

Particulars	Quarter ended December 31, 2014
<b>B</b>	<b>INVESTOR COMPLAINTS</b>
Pending at the beginning of the quarter	-
Received during the quarter	11
Disposed of during the quarter	11
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 6, 2015.
  - 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, 2014.
  - Consolidated financials include subsidiaries i.e, Sonata Information Technology Limited, Sonata Software North America Inc., Rezoopia, Inc. (w.e.f August 22, 2014), Sonata Software GmbH, Sonata Europe Limited, Sonata Software FZ-LLC and Sonata Software (Qatar) LLC. Consolidated financials also includes results of a subsidiary, Sonata Technology Solutions India Limited, upto the date of dissolution (June 18, 2014).
  - Exceptional item for nine months ended December 31, 2014 includes interest on Income Tax refund of ₹ 18.20 lakhs and ₹ 303.56 lakhs in Sonata Software Limited and Sonata Information Technology Limited respectively.
  - The consolidated segment wise revenue and results for the quarter and nine months ended December 31, 2014, as required under Clause 41 of the Listing Agreement are as follows :

Particulars	[₹ in lakhs]					
	Three months ended December 31, 2014	Preceding three months ended September 30, 2014	Corresponding three months ended December 31, 2013	Nine months ended December 31, 2014	Corresponding Nine months ended December 31, 2013	Year ended March 31, 2014
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
<b>1. Segment revenue</b>						
a. India	31,938.21	26,732.46	26,112.90	87,236.28	86,894.88	108,304.00
b. Others	15,118.33	14,229.43	12,818.88	43,102.51	35,866.10	48,527.68
<b>Total</b>	<b>47,056.54</b>	<b>40,961.89</b>	<b>38,931.78</b>	<b>130,338.79</b>	<b>122,760.98</b>	<b>156,831.68</b>
Less : Inter segment revenue	349.92	407.10	223.26	1,359.07	234.36	234.55
<b>Net sales/income from operations</b>	<b>46,706.62</b>	<b>40,554.79</b>	<b>38,708.52</b>	<b>128,979.72</b>	<b>122,526.62</b>	<b>156,597.13</b>
<b>2. Segment results</b>						
<b>Profit before tax and interest</b>						
a. India	1,175.89	1,083.76	878.23	3,077.81	1,909.12	2,907.99
b. Others	3,224.35	2,905.75	2,009.94	9,016.67	4,409.35	6,263.49
<b>Total</b>	<b>4,400.24</b>	<b>3,989.51</b>	<b>2,888.17</b>	<b>12,094.48</b>	<b>6,318.47</b>	<b>9,171.48</b>
Less: Finance costs	86.66	79.81	65.60	221.02	211.44	243.48
Unallocable income net of unallocable expenditure	488.34	322.22	168.59	1,149.73	561.93	1,064.55
<b>3. Profit before tax and exceptional item</b>	<b>4,801.92</b>	<b>4,231.92</b>	<b>2,991.16</b>	<b>13,023.19</b>	<b>6,668.96</b>	<b>9,992.55</b>
Exceptional item						
Interest income on income tax refund	139.91	18.20	-	321.76	715.12	715.12
<b>Profit before tax and minority interest</b>	<b>4,941.83</b>	<b>4,250.12</b>	<b>2,991.16</b>	<b>13,344.95</b>	<b>7,384.08</b>	<b>10,707.67</b>
<b>4. Capital employed</b>						
(Segment assets - Segment liabilities)						
a. India	6,601.82	12,382.42	9,022.32	6,601.82	9,022.32	2,018.30
b. Others	25,963.08	22,640.69	12,950.32	25,963.08	12,950.32	24,522.35
c. Unallocated	11,275.09	6,412.05	16,171.47	11,275.09	16,171.47	10,898.88
<b>Total</b>	<b>43,839.99</b>	<b>41,435.16</b>	<b>38,144.11</b>	<b>43,839.99</b>	<b>38,144.11</b>	<b>37,439.53</b>

- Consequent to the applicability of the Companies Act, 2013 with effect from April 1, 2014, depreciation for the quarter and nine months ended December 31, 2014 has been calculated based on the useful life as specified under Schedule II of the said Act.

On account of the above, the depreciation for the quarter and nine months ended December 31, 2014 debited to the statement of profit and loss is higher by ₹ 14.72 lakhs and ₹ 108.38 lakhs respectively.

In terms of Schedule II of the Companies Act, 2013 an amount of ₹ 115.02 lakhs (net of tax) has been debited to the opening retained earnings as at April 1, 2014 towards the carrying amount of assets, where the remaining useful life of the assets is Nil.

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

FOR AND ON BEHALF OF THE BOARD OF DIRECTORS

P SHIKAR REDDY  
MANAGING DIRECTOR  
& CHIEF EXECUTIVE OFFICER

Place : Bengaluru  
Date : February 6, 2015







**Sonata Software - Consolidated Q3 FY15 Revenues at ₹467 Crores and PAT of ₹36 Crores with nine months Revenues and PAT at ₹1290 Crores and ₹99 Crores. Record Quarterly profits of ₹36 Crores showing a 65% of year on year growth.**

Bengaluru, Feb 6, 2015

Sonata Software, an IT consulting and software services provider, today reported its unaudited consolidated financial results for its 3<sup>rd</sup> quarter and Nine months ended December 31, 2014.

Description	in ₹ Crores								
	For the Quarter ended					For the nine months ended			YoY
	31-Dec-14	30-Sep-14	31-Dec-13	QoQ	YoY	31-Dec-14	31-Dec-13	YoY	
<b>Revenues</b>									
International IT Services	156.18	148.85	127.69	5%	22%	444.81	349.56	27%	↑
Domestic- Products & Services	314.27	260.73	261.63	21%	20%	858.58	878.05	-2%	↑
Consolidated	467.07	405.55	387.09	15%	21%	1,289.80	1,225.27	5%	↑
<b>EBITDA</b>									
International IT Services	41.03	35.58	25.80	15%	59%	111.91	57.67	94%	↑
Domestic- Products & Services	11.47 *	9.38	8.05	22%	43%	29.68 *	27.04 *	10%	↑
Consolidated	51.73 *	44.55	32.63	16%	59%	140.22 *	82.45 *	70%	↑
<b>PAT</b>									
International IT Services	28.90	25.37	17.51	14%	65%	80.62	40.01	102%	↑
Domestic- Products & Services	6.81	5.74	4.11	19%	66%	18.24	14.19	29%	↑
Consolidated	35.71	31.11	21.62	15%	65%	98.86	54.20	82%	↑

\* Includes "exceptional Item" of Interest income received on Income-Tax refund of ₹1.40 crores during Q3 of FY2014-15, ₹1.64 crores during Q1 of FY2014-15 and ₹6.83 crores during Q1 of FY2013-14.

Speaking on the results Mr. Srikar Reddy, Managing Director & CEO of the Company said "We scaled up our engagements with strategic customers across ISV, Retail and Travel segments. Helping in their digital information in the areas of omni-channel commerce, mobility, social and analytics. The core drivers of our performance thus continued to get strengthened. The value we bring with our services based on focus industries, technologies and deeper customer commitment continues to drive our financial performance in Q3 FY 15."

### Highlight for Q3

#### Consolidated:

- Revenues at ₹467 Crores - growth of 15% QoQ and 21% YoY;
- EBITDA at ₹52 Crores - growth of 16% QoQ and 59% YoY;



- PAT is at ₹36 Crores - growth of 15% QoQ and 65% YoY;
- Cash reserves (net of borrowings) is ₹211 Crores.

### ***International IT Services:***

- New record across all metrics: all time high Revenues, EBIDTA & PAT
- Revenue at ₹156 Crores - growth of 5% QoQ and 22% YoY;
- EBITDA of ₹41 Crores - growth of 15% QoQ and 59% YoY;
- PAT of ₹29 Crores - growth of 14% QoQ and 65% YoY;
- 1 new customer added.

### ***Domestic Products & Services:***

- Revenue of ₹314 Crores - growth of 21% QoQ and 20% YoY;
- EBITDA of ₹11 Crores - growth of 22% QoQ and 43% YoY;
- PAT of ₹7 Crores - growth of 19% QoQ and 66% YoY.

### **About Sonata Software**

Sonata Software is a global IT services company that focuses on enabling businesses win value with strategic IT initiatives. Sonata has deep technology expertise gained from multi-faceted relationships spanning Product Engineering, Professional Consulting Services, Early Adopter Programs, Implementation and Alliances status with leaders such as Microsoft, SAP, Oracle, IBM, HP, hybris, and TIBCO across Multi-Channel Commerce, ERP, CRM, Supply Chain Management, Analytics & Business Intelligence, Cloud, Social and Mobile technologies, enabling innovation, reliability and faster time to market in implementing the best IT solutions. Sonata leverages this expertise through a service line spanning Consulting, Application Development, Testing, Maintenance and Infrastructure Support, to deliver business critical outcomes across Customer Engagement & Growth, Enterprise Efficiency & Collaboration and strategic IT Cost Management needs for consumer facing enterprises in Travel, Retail and Consumer Goods industries. A unique delivery model built on dedicated customer specific Centers of Excellence, strong Governance and Value Co-creation, over decade plus relationships, underline the even deeper commitment Sonata seeks to bring to make a transformational impact on the clients critical business metrics. Sonata seeks to add differentiated value to leadership who want to drive strategic change with IT, for their businesses.

### **For further information, please contact:**

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