

HIGHLIGHTS FOR THE QUARTER ENDED 31ST DECEMBER, 2014

- **Sonata (Consolidated) Revenue at ₹ 467 Crs, up by 21% Y o Y**
- **Sonata (Consolidated) Net Profit at ₹ 36 Crs, up by 65% Y o Y**
- **EPS annualised (Consolidated) at ₹ 14 as compared to ₹ 8 Y o Y**

Part I STATEMENT OF STANDALONE / CONSOLIDATED UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31/12/2014 (₹ in lakhs)

Sr. No.	Particulars	Standalone						Consolidated					
		Three months ended 31/12/2014	Preceding three months ended 30/09/2014	Corresponding three months ended 31/12/2013	Nine months ended 31/12/2014	Corresponding Nine months ended 31/12/2013	Year to date figures for Previous Year ended 31/03/2014	Three months ended 31/12/2014	Preceding three months ended 30/09/2014	Corresponding three months ended 31/12/2013	Nine months ended 31/12/2014	Corresponding Nine months ended 31/12/2013	Year to date figures for Previous Year ended 31/03/2014
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
1	Income from operations												
a)	Net sales / income from operations	12,433.29	11,459.69	8,953.18	34,010.20	23,890.56	33,282.78	46,636.59	40,509.88	38,639.61	128,825.58	122,391.23	156,458.95
b)	Other operating income	26.64	10.47	25.08	58.23	56.36	87.67	70.03	44.91	68.91	154.14	135.39	138.18
	Total income from operations (net)	12,459.93	11,470.16	8,978.26	34,068.43	23,946.92	33,370.45	46,706.62	40,554.79	38,708.52	128,979.72	122,526.62	156,597.13
2	Expenses												
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	6,930.47	6,257.85	4,473.85	19,004.31	13,280.30	18,627.21	9,161.16	8,594.15	7,621.35	25,909.49	22,807.24	30,980.07
d)	Depreciation and amortisation expense	123.37	105.80	191.21	411.76	609.09	739.22	144.76	124.74	206.24	474.26	649.57	796.37
e)	Other expenses	1,954.16	1,994.64	1,988.75	5,980.87	6,092.66	7,803.40	3,622.41	3,503.72	3,628.09	10,601.02	11,250.51	14,615.94
f)	Net exchange loss / (gain)	(202.66)	(116.75)	408.98	(710.53)	814.71	1,038.60	(148.40)	70.41	413.37	(418.86)	53.79	457.85
	Total expenses	8,805.34	8,241.54	7,062.79	24,686.41	20,796.76	28,208.43	42,306.38	36,565.28	35,820.35	116,885.24	116,208.15	147,425.65
3	Profit from operations before other income, finance costs and exceptional items	3,654.59	3,228.62	1,915.47	9,382.02	3,150.16	5,162.02	4,400.24	3,989.51	2,888.17	12,094.48	6,318.47	9,171.48
4	Other income	651.53	458.65	540.85	1,541.55	954.06	1,739.08	488.34	322.22	168.59	1,149.73	561.93	1,064.55
5	Profit from ordinary activities before finance costs and exceptional items	4,306.12	3,687.27	2,456.32	10,923.57	4,104.22	6,901.10	4,888.58	4,311.73	3,056.76	13,244.21	6,880.40	10,236.03
6	Finance costs	49.95	37.07	1.16	90.09	16.51	16.64	86.66	79.81	65.60	221.02	211.44	243.48
7	Profit from ordinary activities after finance costs but before exceptional items	4,256.17	3,650.20	2,455.16	10,833.48	4,087.71	6,884.46	4,801.92	4,231.92	2,991.16	13,023.19	6,668.96	9,992.55
8	Exceptional items												
	Interest income on income tax refund	-	-	-	-	-	-	139.91	18.20	-	321.76	715.12	715.12
9	Profit before tax	4,256.17	3,650.20	2,455.16	10,833.48	4,087.71	6,884.46	4,941.83	4,250.12	2,991.16	13,344.95	7,384.08	10,707.67
10	Tax expense	1,042.34	800.92	487.00	2,528.10	885.97	1,500.25	1,391.87	1,164.14	830.27	3,504.89	1,967.28	2,935.34
11	Net Profit for the period after tax	3,213.83	2,849.28	1,968.16	8,305.38	3,201.74	5,384.21	3,549.96	3,085.98	2,160.89	9,840.06	5,416.80	7,772.33
12	Extraordinary items (net of tax expenses)												
13	Net Profit for the period	3,213.83	2,849.28	1,968.16	8,305.38	3,201.74	5,384.21	3,549.96	3,085.98	2,160.89	9,840.06	5,416.80	7,772.33
14	Share of profit / (loss) of associates												
15	Minority interest							20.85	25.13	1.16	46.41	3.24	4.36
16	Net Profit after taxes, minority interest	3,213.83	2,849.28	1,968.16	8,305.38	3,201.74	5,384.21	3,570.81	3,111.11	2,162.05	9,886.47	5,420.04	7,776.69
17	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	1,051.59	1,051.59	1,051.59	1,051.59	1,051.59	1,051.59
18	Reserve excluding Revaluation Reserves as per balance sheet of previous accounting year							30,879.94					36,387.94
19 i)	Earnings per share (before extraordinary items) (of ₹ 1/- each) (not annualised):												
a)	Basic	3.06	2.71	1.87	7.90	3.04	5.12	3.40	2.96	2.06	9.40	5.15	7.40
b)	Diluted	3.06	2.71	1.87	7.90	3.04	5.12	3.40	2.96	2.06	9.40	5.15	7.40
19 ii)	Earnings per share (after extraordinary items) (of ₹ 1/- each) (not annualised):												
a)	Basic	3.06	2.71	1.87	7.90	3.04	5.12	3.40	2.96	2.06	9.40	5.15	7.40
b)	Diluted	3.06	2.71	1.87	7.90	3.04	5.12	3.40	2.96	2.06	9.40	5.15	7.40

STANDALONE & CONSOLIDATED INFORMATION FOR THE QUARTER AND NINE MONTHS ENDED 31/12/2014

Part II		Three months ended	Preceding three months ended	Corresponding three months ended	nine months ended	Corresponding nine months ended	Year ended	Sr. No.	Particulars	Quarter ended
Sr. No.	Particulars	31/12/2014	30/09/2014	31/12/2013	31/12/2014	31/12/2013	31/03/2014	B	INVESTOR COMPLAINTS	31/12/2014
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited			
A	PARTICULARS OF SHAREHOLDING									
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			11
2	Promoters and Promoter Group Shareholding									11
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			

7. The consolidated segment wise revenue and results for the quarter & nine months ended December 31, 2014, as required under Clause 41 of the Listing Agreement are as follows :

Notes:		Three months ended	Preceding three months ended	Corresponding three months ended	Nine months ended	Corresponding Nine months ended	Year ended
Sr. No.	Particulars	31/12/2014	30/09/2014	31/12/2013	31/12/2014	31/12/2013	31/03/2014
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
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 6, 2015.						
2.	In accordance with Clause 41 of the Listing Agreement, the Statutory Auditors have carried out a 'Limited Review' of the Standalone & Consolidated financial results for the quarter & nine months ended December 31, 2014.						
3.	Consolidated financials include subsidiaries i.e., Sonata Information Technology Limited, Sonata Software North America Inc., Rezopia, 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).						
4.	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, <ul style="list-style-type: none"> i. Standalone - 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 asset is Nil. ii. Consolidation - 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 asset is Nil. 						
5.	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.						
6.	Previous period figures have been regrouped/reclassified wherever necessary to confirm to current period classification.						
Sr. No.	Particulars	Three months ended 31/12/2014	Preceding three months ended 30/09/2014	Corresponding three months ended 31/12/2013	Nine months ended 31/12/2014	Corresponding Nine months ended 31/12/2013	Year ended 31/03/2014
1.	Segment Revenue						
	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
	Total	47,056.54	40,961.89	38,931.78	130,338.79	122,760.98	156,831.68
	Less : Inter segment revenue	349.92	407.10	223.26	1,359.07	234.36	234.55
	Net sales / income from operations	46,706.62	40,554.79	38,708.52	128,979.72	122,526.62	156,597.13
2.	Segment results						
	Profit before tax and interest						
	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
	Total	4,400.24	3,989.51	2,888.17	12,094.48	6,318.47	9,171.48
	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
3.	Profit before tax and exceptional item	4,801.92	4,231.92	2,991.16	13,023.19	6,668.96	9,992.55
	Exceptional item						
	Interest Income on income tax refund	139.91	18.20	-	321.76	715.12	715.12
	Profit before tax and minority interest	4,941.83	4,250.12	2,991.16	13,344.95	7,384.08	10,707.67
4.	Capital employed (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
	Total	43,839.99	41,435.16	38,144.11	43,839.99	38,144.11	37,439.53