SONATA

SONATA SOFTWARE LIMITED

ISO 9001 BUREAU VERITAS Certification UKAS 008

CMMIDEV/5 Exp. 2017-04-16 / Appraisal #22067

29th May, 2017

National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex,
Mumbai
Kind Attn: Manager, Listing Department
Email Id: neaps@nse.co.in
Stock Code - SONATSOFTW

BSE Limited
P.J. Towers, Dalal Street
Mumbai
Kind Attn: Manager, Listing Department
Email Id: listing.centre@bseindia.com
Stock Code - 532221

Dear Sirs,

SUB: Outcome of Board Meeting

REF: Disclosure under Regulation 30 & 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

We write to inform you that at the meeting of the Board of Directors held today, the Board, inter alia, has-

a) Considered and adopted financial results for the fourth quarter and Audited Financial Results for the financial year ended 31st March, 2017. The said results in the prescribed format alongwith Audit Reports are enclosed herewith. A copy of the press release is also enclosed for your reference.

b) The Independent Audit Reports on the Audited Financial Results of the Company (Standalone and Consolidated) for the year ended on 31st March, 2017 is with unmodified opinion and the declaration is attached.

c) The Board of Directors have recommended a Final Dividend of Rs. 5.50 per Equity share (550 % on par value Re. 1/-) for the year ended 31st March, 2017 and the Final Dividend is payable subject to the approval of shareholders at the forthcoming Annual General Meeting.

d) Approved to convene the 22nd AGM of the Company on Monday, August 14, 2017.

e) The register of members and share transfer books of the Company shall remain closed from Monday, 7th August, 2017 upto Monday, 14th August, 2017 (both days inclusive) for the purpose of final dividend and Annual General Meeting.

The meeting commenced at 1.45 p.m. and concluded at 5.00 p.m. Also note that the aforesaid information will be available on our website www.sonata-software.com

Kindly take the same on record.

Thanking you,

Yours faithfully
For **Sonata Software Limited**

Kundan K. Lal
Company Secretary and Head of Legal

Deloitte Haskins & Sells

Chartered Accountants
Deloitte Centre
Anchorage II
100/2 Richmond Road
Bengaluru – 560 025
India

Tel: +91 (080) 6627 6000
Fax: +91 (080) 6627 6013

INDEPENDENT AUDITOR'S REPORT TO THE BOARD OF DIRECTORS OF SONATA SOFTWARE LIMITED

1. We have audited the accompanying Statement of Standalone Financial Results of **SONATA SOFTWARE LIMITED** ("the Company") for the year ended 31st March, 2017 ("the Statement"), being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

2. This Statement, which is the responsibility of the Company's Management and approved by the Board of Directors, has been compiled from the related standalone financial statements which has been prepared in accordance with the Accounting Standards prescribed under Section 133 of the Companies Act, 2013, read with relevant rules issued thereunder and other accounting principles generally accepted in India. Our responsibility is to express an opinion on the Statement based on our audit of such standalone financial statements.

3. We conducted our audit in accordance with the Standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the Statement is free from material misstatement.

   An audit involves performing procedures to obtain audit evidence about the amounts and the disclosures in the Statement. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the Statement, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Company's preparation and fair presentation of the Statement in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. An audit also includes evaluating the appropriateness of the accounting policies used and the reasonableness of the accounting estimates made by the Management, as well as evaluating the overall presentation of the Statement.

   We believe that the audit evidence obtained by us, is sufficient and appropriate to provide a basis for our audit opinion.

4. In our opinion and to the best of our information and according to the explanations given to us, the Statement:

   (i) is presented in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015; and

   (ii) gives a true and fair view in conformity with the aforesaid Accounting Standards and other accounting principles generally accepted in India of the net profit and other financial information of the Company for the year ended 31st March, 2017.

Deloitte
Haskins & Sells

5. The Statement includes the results for the quarter ended 31st March, 2017 being the balancing figure between audited figures in respect of the full financial year and the published year to date figures up to the third quarter of the current financial year which were subject to limited review by us.

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

V. Srikumar
Partner
(Membership No.84494)

Place: Mumbai
Date: 29th May, 2017

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
CIN - L72200MH1994PLC082110
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Part I (₹ in lakhs)

Statement of standalone audited financial results for the year ended March 31, 2017

Sl No.	Particulars	Three months ended March 31, 2017	Preceding three months ended December 31, 2016	Corresponding three months ended March 31, 2016	Year ended March 31, 2017	Year ended March 31, 2016
		(Refer Note 3)	*Unaudited*	*(Refer Note 3)*	*Audited*	*Audited*
1	**Revenue**					
	Revenue from operations	15,001.02	14,905.14	14,374.55	59,260.34	50,480.41
	Other income	606.66	1,158.62	1,062.38	3,765.71	3,893.55
	Total revenue	**15,607.68**	**16,063.76**	**15,436.93**	**63,026.05**	**54,373.96**
2	**Expenses**					
	(a) Purchase of stock-in-trade	520.63	365.99	-	2,654.42	142.87
	(b) Employee benefits expense	7,632.68	7,935.30	7,089.23	30,680.47	28,642.48
	(c) Finance costs	15.56	82.99	98.08	398.82	390.62
	(d) Depreciation and amortisation expense	121.77	115.78	139.03	457.08	436.81
	(e) Other expenses	3,196.92	2,618.49	2,411.55	10,924.16	8,896.90
	Total expenses	**11,487.56**	**11,118.55**	**9,737.89**	**45,114.95**	**38,509.68**
3	**Profit from operations before exceptional item and tax (1-2)**	**4,120.12**	**4,945.21**	**5,699.04**	**17,911.10**	**15,864.28**
4	Exceptional item					
	Interest income on income tax refund	467.62	-	-	565.07	-
5	**Profit from ordinary activities before tax (3+4)**	**4,587.74**	**4,945.21**	**5,699.04**	**18,476.17**	**15,864.28**
6	**Tax expense**					
	Current tax expense	1,169.13	1,266.88	1,287.34	4,590.51	3,918.03
	Short provision for tax relating to prior years	237.58	-	359.31	237.58	359.31
	Deferred tax	(35.64)	(39.63)	(118.42)	(75.27)	(157.51)
	Net tax expense	**1,371.07**	**1,227.25**	**1,528.23**	**4,752.82**	**4,119.83**
7	**Net profit from ordinary activities after tax (5-6)**	**3,216.67**	**3,717.96**	**4,170.81**	**13,723.35**	**11,744.45**
8	Paid-up equity share capital (Face Value ₹ 1/-)	1,051.59	1,051.59	1,051.59	1,051.59	1,051.59
9	**Earnings per share (of ₹ 1/- each) (*not annualised):**					
	Basic and Diluted	3.06*	3.54*	3.97*	13.05	11.17
	See accompanying notes to the financial results					

DELOITTE HASKINS & SELLS CHARTERED ACCOUNTANTS BANGALORE

SONATA SOFTWARE LIMITED

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

1 **The Standalone statement of assets and liabilities for the year ended 31st March, 2017 as required under Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.**

(₹ in lakhs)

Sr #	Particulars	As at March 31, 2017 *Audited*	As at March 31, 2016 *Audited*
A	**EQUITY AND LIABILITIES**		
1	**Shareholders' funds**		
	Share capital	1,051.59	1,051.59
	Reserves and surplus	37,603.04	34,983.74
	Sub total - Shareholders' funds	**38,654.63**	**36,035.33**
2	**Non-current liabilities**		
	Other long-term liabilities	622.68	401.74
	Sub total - Non-current liabilities	**622.68**	**401.74**
3	**Current liabilities**		
	Short-term borrowings	-	9,651.28
	Trade payables	3,855.86	3,235.65
	Other current liabilities	1,495.08	1,180.47
	Short-term provisions	9,362.55	983.42
	Sub total - Current liabilities	**14,713.49**	**15,050.82**
	TOTAL EQUITY AND LIABILITIES	**53,990.80**	**51,487.89**
B	**ASSETS**		
1	**Non-current assets**		
	Fixed assets	1,792.00	1,869.44
	Non-current investments	2,601.93	2,601.93
	Deferred tax assets (net)	1,073.33	998.06
	Long-term loans and advances	5,155.48	4,696.97
	Other non-current assets	13.77	12.84
	Sub total - Non-current assets	**10,636.51**	**10,179.24**
2	**Current assets**		
	Current investments	9,980.28	6,999.96
	Trade receivables	16,008.37	12,451.97
	Cash and cash equivalents	13,165.78	18,550.69
	Short-term loans and advances	1,152.08	1,118.62
	Other current assets	3,047.78	2,187.41
	Sub total - Current assets	**43,354.29**	**41,308.65**
	TOTAL ASSETS	**53,990.80**	**51,487.89**

2 The above standalone audited financial results of the Company have been reviewed by the Audit Committee and approved by the Board of Directors at their meeting held on May 29, 2017.

3 The figures for the quarter ended March 31, 2017 and March 31, 2016, are balancing figures arrived at based on audited results of the full financial year and published year to date unaudited figures for nine months ended December 31, 2016 and December 31, 2015 respectively.

4 The Company operates in a single Segment viz. International Software Service exports. Accordingly, segment results are not presented.

5 The Board of Directors recommended a final dividend of ₹ 5.50 (550% on par value of ₹ 1) per equity share for the financial year ended March 31, 2017. The payment is subject to the approval of the shareholders in the ensuing Annual General Meeting of the Company.

6 The Register of Members and Share Transfer Books will remain closed from 07th August, 2017 to 14th August, 2017 (both days inclusive). The Annual General Meeting has been scheduled to be held on 14th August 2017.

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

FOR AND ON BEHALF OF THE BOARD OF DIRECTORS

P SRIKAR REDDY
MANAGING DIRECTOR
& CHIEF EXECUTIVE OFFICER

Place : Mumbai
Date : 29th May, 2017

DELOITTE HASKINS & SELLS
CHARTERED ACCOUNTANTS
BANGALORE

Deloitte Haskins & Sells

Chartered Accountants
Deloitte Centre
Anchorage II
100/2 Richmond Road
Bengaluru – 560 025
India

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

1. We have audited the accompanying Statement of Consolidated Financial Results of **Sonata Software Limited** ("the Holding Company") and its subsidiaries (the Holding Company and its subsidiaries together referred to as "the Group"), for the year ended 31st March, 2017 ("the Statement"), being submitted by the Holding Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. This Statement, which is the responsibility of the Holding Company's Management and approved by the Board of Directors, has been compiled from the related consolidated financial statements which is in accordance with the Accounting Standards prescribed under Section 133 of the Companies Act, 2013, read with relevant rules issued thereunder and other accounting principles generally accepted in India. Our responsibility is to express an opinion on the Statement based on our audit of such consolidated financial statements.

2. We conducted our audit in accordance with the Standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the Statement is free from material misstatement.

   An audit involves performing procedures to obtain audit evidence about the amounts and the disclosures in the Statement. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the Statement, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Holding Company's preparation and fair presentation of the Statement in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Holding Company's internal control. An audit also includes evaluating the appropriateness of the accounting policies used and the reasonableness of the accounting estimates made by the Management, as well as evaluating the overall presentation of the Statement.

   We believe that the audit evidence obtained by us and the audit evidence obtained by other auditors in terms of their reports referred to in paragraph 4 below, is sufficient and appropriate to provide a basis for our audit opinion.

3. In our opinion and to the best of our information and according to the explanations given to us, and based on the consideration of the reports of the other auditors on separate financial statements and the other financial information of subsidiaries referred to in paragraph 4 below, the Statement:

   a. includes the results of the following entities:
      Sonata Information Technology Limited
      Sonata Software North America Inc.
      Sonata Europe Limited
      Sonata Software GmbH
      Rezopia Inc.
      Sonata Software FZ-LLC, Dubai

Sonata Software (Qatar) LLC, Qatar
Halosys Technologies Inc.
Interactive Business Information Systems Inc.

b. is presented in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015; and

c. gives a true and fair view in conformity with the aforesaid Accounting Standards and other accounting principles generally accepted in India of the net profit and other financial information of the Group for the year ended 31st March, 2017.

4. We did not audit the financial statements of 3 subsidiaries, included in the consolidated financial results, whose financial statements reflect total assets of ₹ 6,583.89 lakhs as at 31st March, 2017, total revenues of ₹ 5,355.90 lakhs for the year ended 31st March, 2017 and total profit after tax of ₹ (1,829.77) lakhs for the year ended on that date, as considered in the consolidated financial results. These financial statements have been audited by other auditors whose reports have been furnished to us by the Management and our opinion on the consolidated financial results, 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.

   Our opinion on the Statement is not modified in respect of the above matters with respect to our reliance on the work done and the reports of other auditors.

5. The Statement includes the results for the quarter ended 31st March, 2017 being the balancing figure between audited figures in respect of the full financial year and the published year to date figures up to the third quarter of the current financial year which were subject to limited review by us.

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

V. Srikumar
Partner
(Membership No.84494)

Place: Mumbai
Date: 29th May, 2017

SONATA SOFTWARE LIMITED

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Part I (₹ in lakhs)

Statement of consolidated audited financial results for the year ended March 31, 2017

Sl No.	Particulars	Three months ended March 31, 2017	Preceding three months ended December 31, 2016	Corresponding three months ended March 31, 2016	Year ended March 31, 2017	Year ended March 31, 2016
		(Refer Note 3)	*Unaudited*	*(Refer Note 3)*	*Audited*	*Audited*
1	**Revenue**					
	Revenue from operations	70,831.62	61,256.80	54,094.50	252,112.85	194,050.14
	Other income	1,096.07	860.95	1,421.62	4,033.04	4,378.21
	Total revenue	**71,927.69**	**62,117.75**	**55,516.12**	**256,145.89**	**198,428.35**
2	**Expenses**					
	(a) Purchase of stock-in-trade	46,930.42	39,326.61	31,621.25	163,773.94	116,266.65
	(b) Changes in inventories of stock-in-trade	1,859.62	(455.09)	1,665.32	1,000.90	(267.59)
	(c) Employee benefits expense	11,442.62	11,700.11	11,032.18	45,552.68	40,978.37
	(e) Finance costs	110.56	237.00	244.98	905.40	794.95
	(d) Depreciation and amortisation expense	285.23	229.29	218.38	930.05	616.25
	(e) Other expenses	6,187.78	5,327.45	5,161.34	22,560.25	17,883.11
	Total expenses	**66,816.23**	**56,365.37**	**49,943.45**	**234,723.22**	**176,271.74**
3	**Profit from operations before exceptional item and tax (1-2)**	**5,111.46**	**5,752.38**	**5,572.67**	**21,422.67**	**22,156.61**
4	Exceptional item					
	Interest income on income tax refund	563.39	-	-	771.93	368.04
5	**Profit from ordinary activities before tax (3+4)**	**5,674.85**	**5,752.38**	**5,572.67**	**22,194.60**	**22,524.65**
6	**Tax expense**					
	Current tax expense	1,484.98	1,930.64	1,481.37	6,620.31	6,710.56
	Short provision for tax relating to prior year	180.61	-	359.31	180.61	359.31
	Deferred tax	(33.28)	(43.61)	(351.06)	21.23	(404.32)
	Net tax expense	**1,632.31**	**1,887.03**	**1,489.62**	**6,822.15**	**6,665.55**
7	**Net profit from ordinary activities after tax (5-6)**	**4,042.54**	**3,865.35**	**4,083.05**	**15,372.45**	**15,859.10**
8	Minority interest	-	-	-	-	-
9	**Net profit after taxes and minority interest (7-8)**	**4,042.54**	**3,865.35**	**4,083.05**	**15,372.45**	**15,859.10**
10	Paid-up equity share capital (Face Value ₹ 1/-)	1,051.59	1,051.59	1,051.59	1,051.59	1,051.59
11	**Earnings per share (of ₹ 1/- each) (*not annualised):**					
	Basic and Diluted	3.84*	3.68*	3.88*	14.62	15.08
	See accompanying notes to the Consolidated financial results					

DELOITTE HASKINS & SELLS
CHARTERED ACCOUNTANTS
BANGALORE

SONATA SOFTWARE LIMITED

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Notes:

1 **The Consolidated statement of assets and liabilities for the year ended 31st March, 2017 as required under Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.**

(₹ in lakhs)

Sl No.	Particulars	As at March 31, 2017	As at March 31, 2016
		Audited	*Audited*
A	**EQUITY AND LIABILITIES**		
1	**Shareholders' funds**		
	Share capital	1,051.59	1,051.59
	Reserves and surplus	50,446.20	46,047.65
	Sub total - Shareholders' funds	**51,497.79**	**47,099.24**
2	**Minority interest**	-	-
2	**Non-current liabilities**		
	Long-term borrowings	3,253.31	5,222.71
	Other long-term liabilities	1,868.18	1,616.30
	Sub total - Non current liabilities	**5,121.49**	**6,839.01**
3	**Current liabilities**		
	Short-term borrowings	177.59	11,905.32
	Trade payables	44,824.53	26,546.46
	Other current liabilities	7,501.79	4,318.77
	Short-term provisions	10,409.70	2,488.74
	Sub total - Current liabilities	**62,913.61**	**45,259.29**
	TOTAL EQUITY AND LIABILITIES	**119,532.89**	**99,197.54**
B	**ASSETS**		
1	**Non-current assets**		
	Fixed assets	2,865.67	2,916.73
	Goodwill on consolidation	9,091.28	9,096.58
	Non-current investments	0.31	0.31
	Deferred tax assets (net)	1,272.94	1,291.73
	Long-term loans and advances	7,849.98	6,493.51
	Other non-current assets	163.82	91.19
	Sub total - Non-current assets	**21,244.00**	**19,890.05**
2	**Current assets**		
	Current investments	11,780.60	5,224.45
	Inventories	-	1,000.90
	Trade receivables	52,323.45	35,443.44
	Cash and cash equivalents	24,772.67	29,522.14
	Short-term loans and advances	3,429.24	3,788.57
	Other current assets	5,982.93	4,327.99
	Sub total - Current assets	**98,288.89**	**79,307.49**
	TOTAL ASSETS	**119,532.89**	**99,197.54**

DELOITTE HASKINS & SELLS
CHARTERED ACCOUNTANTS
BANGALORE

2 The above consolidated audited financial results of the Group has been reviewed by the Audit Committee and approved by the Board of Directors at their meeting held on May 29, 2017.

3 The figures for the quarter ended March 31, 2017 and March 31, 2016, are balancing figures arrived at based on audited results of the full financial year and published year to date unaudited figures for nine months ended December 31, 2016 and December 31, 2015 respectively.

4 Consolidated audited financial results include subsidiaries i.e, Sonata Information Technology Limited, Sonata Software North America Inc., Rezopia, Inc., Halosys Technologies Inc. (w.e.f September 11, 2015), Interactive Business Information Systems, Inc. (IBIS) (w.e.f November 18, 2015), Sonata Software GmbH, Sonata Europe Limited, Sonata Software FZ-LLC and Sonata Software (Qatar) LLC. The figures for current period are inclusive of Halosys Technologies Inc. and Interactive Business Information Systems, Inc. (IBIS) which represent new subsidiaries and hence figures of the current period are not comparable with corresponding figures of the previous periods.

5 The Board of Directors recommended a final dividend of ₹ 5.50 (550% on par value of ₹ 1) per equity share for the financial year ended March 31, 2017. The payment is subject to the approval of the shareholders in the ensuing Annual General Meeting of the Company.

6 The Register of Members and Share Transfer Books will remain closed from 07th August, 2017 to 14th August, 2017 (both days inclusive). The Annual General Meeting has been scheduled to be held on 14th August 2017.

7 The consolidated segment wise revenue and results for the quarter and year ended March 31, 2017 are as follows :

(₹ in lakhs)

Particulars	Three months ended March 31, 2017	Preceding three months ended December 31, 2016	Corresponding three months ended March 31, 2016	Year ended March 31, 2017	Year ended March 31, 2016
	(Refer Note 3)	*Unaudited*	*(Refer Note 3)*	*Audited*	*Audited*
1. Segment revenue					
a. India	51,641.38	41,777.81	36,966.69	176,444.82	129,558.46
b. Other than India	19,620.10	20,105.58	17,498.58	77,854.47	66,137.57
Total	**71,261.48**	**61,883.39**	**54,465.27**	**254,299.29**	**195,696.03**
Less : Inter segment revenue	429.86	626.59	370.77	2,186.44	1,645.89
Net sales/income from operations	**70,831.62**	**61,256.80**	**54,094.50**	**252,112.85**	**194,050.14**
2. Segment results					
Profit before tax and interest					
a. India	1,507.46	1,597.03	1,819.57	6,562.11	6,407.53
b. Other than India	3,379.89	3,871.61	2,965.67	13,618.08	13,630.45
Total	**4,887.35**	**5,468.64**	**4,785.24**	**20,180.19**	**20,037.98**
Less: Finance costs	110.56	237.00	244.98	905.40	794.95
Unallocable income net of unallocable expenditure	334.67	520.74	1,032.41	2,147.88	2,913.58
3. Profit before tax and exceptional item	**5,111.46**	**5,752.38**	**5,572.67**	**21,422.67**	**22,156.61**
Exceptional item					
Interest Income on income tax refund	563.39	-	-	771.93	368.04
Profit before tax and minority interest	**5,674.85**	**5,752.38**	**5,572.67**	**22,194.60**	**22,524.65**
4. Segment assets					
a. India	49,490.29	52,792.46	30,461.92	49,490.29	30,461.92
b. Other than India	41,298.42	37,931.78	47,352.84	41,298.42	47,352.84
c. Unallocable	28,744.18	20,984.04	21,382.77	28,744.18	21,382.77
Total Assets	**119,532.89**	**111,708.28**	**99,197.53**	**119,532.89**	**99,197.53**
5. Segment liabilities					
a. India	43,076.58	38,800.47	23,134.09	43,076.58	23,134.09
b. Other than India	10,295.76	9,380.28	9,906.46	10,295.76	9,906.46
c. Unallocable	14,662.75	9,834.28	19,057.74	14,662.75	19,057.74
Total Liabilities	**68,035.09**	**58,015.03**	**52,098.29**	**68,035.09**	**52,098.29**

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

FOR AND ON BEHALF OF THE BOARD OF DIRECTORS

Place : Mumbai
Date : 29th May, 2017

P SRIKAR REDDY
MANAGING DIRECTOR
& CHIEF EXECUTIVE OFFICER

DELOITTE HASKINS & SELLS
CHARTERED ACCOUNTANTS
BANGALORE

SONATA

SONATA SOFTWARE

Sonata Software - FY17 International Services Revenues at ₹815 Crores growth of 15% YoY; Board has recommended final dividend of ₹ 5.50 per share at its meeting held today.

Mumbai, May 29, 2017

Sonata Software, an IT consulting and software services provider, today reported its audited financial results for the quarter and year ended March 31, 2017.

in ₹ Crores

Description	*For the Quarter ended*					*For the Year ended*		
	31/Mar/17	31/Dec/16	QoQ	31/Mar/16	YoY	31/Mar/17	31/Mar/16	YoY
Revenues								
International IT Services	204.0	206.5	-1%	189.0	8%	815.4	706.8	15%
Domestic- Products & Services	511.8	415.7	23%	355.6	44%	1,734.1	1,250.1	39%
Consolidated	708.3	612.6	16%	540.9	31%	2,521.1	1,940.5	30%
EBITDA								
International IT Services	47.6	48.0	-1%	46.2	3%	185.0	184.3	-
Domestic- Products & Services	14.0	14.9	-6%	14.9	-6%	58.3 *	58.4 *	-
Consolidated	60.7	62.2	-2%	60.4	1%	240.3 *	239.4 *	-
PAT								
International IT Services	32.0	30.5	5%	32.3	-1%	120.1	124.7	-4%
Domestic- Products & Services	8.4	8.2	3%	8.6	-2%	33.6	33.9	-1%
Consolidated	40.4	38.7	5%	40.8	-1%	153.7	158.6	-3%

** Includes "exceptional Item" Interest income received of ₹ 7.7 crores during FY2016-17 as against ₹ 3.7 crores in FY 2015-16 on Income-Tax refunds.*

Speaking on the results Mr. Srikar Reddy, Managing Director & CEO of the Company said:

"The sustained strong revenue growth ahead of the industry is a reflection of the significant investments we have made in the recent years on acquiring and building differentiated IP and Platforms for our focus industry verticals of Retail, Distribution, Travel and Software solutions. This has helped us to emerge as a preferred and strategic Platformation partner for our customers. We continue to invest on IP development and go-to-market initiatives with a stronger team as well as business development activities which has caused a slight dip in our profit after tax, the benefits of which is expected to yield in future.

We continue to focus on growth and investments despite difficult market conditions, as we believe that it is important to capture a strong position in the IT Solutions space by Digital transformation through Platformation. We believe this will help us to stay ahead in meeting the needs of the market and satisfying our customers."

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Performance Highlights for the quarter:

- ***Consolidated:***

➢ Revenues for the quarter at ₹708 crores : YoY growth of 31% for the quarter;
➢ EBIDTA for the quarter at ₹61 Crores : YoY growth of 1% for the quarter;
➢ PAT for the quarter at ₹40 Crores;
➢ EPS for the year of ₹14.62 (Previous year: ₹15.08);
➢ Cash and equivalents of approximately ₹311 Crores (net of borrowings).

- ***International IT Services:***

➢ Revenues for the quarter at ₹204 crores : YoY growth of 8% for the quarter;
➢ EBIDTA for the quarter at ₹48 Crores : YoY growth of 3% for the quarter;
➢ PAT for the quarter at ₹32 Crores;
➢ Addition of 6 new customers for the quarter and 20 new customers for the year.

- ***Domestic Products & Services :***

➢ Revenues for the quarter at ₹512 crores : YoY growth of 44% for the quarter;
➢ EBIDTA for the quarter at ₹14 Crores;
➢ PAT for the quarter at ₹8 Crores;

About Sonata Software

Sonata Software is a global IT services firm focused on catalysing transformational IT initiatives of its clients through deep domain knowledge, technology expertise and customer commitment. The company delivers innovative new solutions for Travel, Retail & Consumer Goods and Software Product Companies by integrating technologies such as Omni-channel commerce, Mobility, Analytics, Cloud and ERP, to drive enhanced customer engagement, operations efficiency and return on IT investments. A trusted long-term service provider to Fortune 500 companies across both the software product development and enterprise business segments, Sonata seeks to add differentiated value to leadership who want to make an impact on their businesses, with IT.

For further information, please contact:

Anoop Janardanan
Sonata Software Limited
CIN- L72200MH1994PLC082110
A.P.S. Trust Building,
Bull Temple Road, N.R. Colony
Bangalore 560019, India
Tel: +91 80 67781999
anoop.j@sonata-software.com

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SONATA SOFTWARE LIMITED

ISO 9001 BUREAU VERITAS Certication UKAS 008

CMMIDEV/5 Exp. 2017-04-16 / Appraisal #22067

29th May, 2017

National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex,
Mumbai
Kind Attn: Manager, Listing Department
Email Id: neaps@nse.co.in
Stock Code - SONATSOFTW

BSE Limited
P.J. Towers, Dalal Street
Mumbai
Kind Attn: Manager, Listing Department
Email Id: listing.centre@bseindia.com
Stock Code - 532221

Dear Sirs,

SUB: Declaration on Independent Audit Reports with unmodified opinion pursuant to Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

This is to confirm that Deloitte Haskins & Sells (FRN -008072S), Statutory Auditors of the Company, have issued Independent Audit Reports with unmodified opinion on the Standalone and Consolidated financial results for the year ended March 31, 2017.

This declaration is provided pursuant to Regulation 33 (3) (d) SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Kindly take the same on record.

Thanking you,

For **Sonata Software Limited**

Prasanna Oke
Chief Financial Officer

1/4, A.P.S. TRUST BUILDING, BULL TEMPLE ROAD, N.R. COLONY, BENGALURU - 560 019, INDIA
TEL : +91-80-67781999 FAX : +91-80-2661 0972 CIN: L72200MH1994PLC082110
REGD. OFF : 208, T.V. INDUSTRIAL ESTATE, S. K. AHIRE MARG, WORLI, MUMBAI - 400 030, INDIA