



SONATA SOFTWARE LIMITED
May 23, 2016



National Stock Exchange of India Limited
Listing Department
Exchange Plaza, 5th Floor
Bandra Kurla Complex
Bandra (E) Mumbai – 400 051
Stock Code - SONATSOFTW

BSE Limited
Listing Department
P.J. Towers, Dalal Street
Mumbai 400 001
Stock Code - 532221

Dear Sir/Madam,

SUB: AUDITED FINANCIAL RESULTS (STANDALONE AND CONSOLIDATED) FOR THE QUARTER AND YEAR ENDED 31ST MARCH, 2016

With reference to the above, we wish to inform you that the audited financial results for the fourth quarter and year ended 31st March, 2016 were considered and adopted by the Board in the meeting held on 23rd May, 2016.

In terms of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby enclose a copy of the audited financial results for the fourth quarter and year ended 31st March, 2016 (Standalone and Consolidated) along with Form A. The meeting of the Board of Directors of the Company commenced at 1.45 p.m. and concluded at 4.30 p.m.

A copy of the press release is enclosed for your reference.

Further 21st Annual General Meeting of the Company will be held on Monday, August 8, 2016.

Also note that the aforesaid information will be available on our website www.sonata-software.com

Kindly take the same on record.

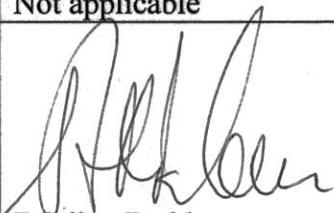


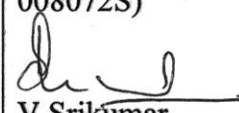
Thanking you,

Very truly yours,
For **SONATA SOFTWARE LIMITED**

PRIYA MANOJ JASWANI
COMPANY SECRETARY

Sonata Software Limited
Audit for the year ended 31st March, 2016
Form A (Standalone Financial Statements)

Form A

1	Name of the Company	Sonata Software Limited
2	Annual Standalone Financial Statements	31 st March 2016
3	Type of Audit observation	Un - qualified
4	Frequency of Observation	Not applicable
5	To be signed by:	
	Managing Director & CEO	 P Srikar Reddy
	Audit Committee Chairman	 B K Syngal
	Chief Financial Officer	 Prasanna Oke
	Place: Mumbai Date: 23 rd May, 2016	
	Refer Audit Report dated 23 rd May, 2016 on the Standalone Financial Statements	
	For Deloitte Haskins & Sells Chartered Accountants (Firms Registration No: 008072S)	
	 V Sri Kumar Partner (Membership No: 84494)	
	Place: Mumbai Date: 23 rd May, 2016	

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, 2016

Sr #	Particulars	Three months ended March 31, 2016	Preceding three months ended December 31, 2015	Corresponding three months ended March 31, 2015	Year ended March 31, 2016	Previous year ended March 31, 2015
		<i>Audited (Refer Note 3)</i>	<i>Unaudited</i>	<i>Audited (Refer Note 3)</i>	<i>Audited</i>	<i>Audited</i>
1	Income from operations					
	(a) Net sales/income from operations	14,354.79	12,455.64	12,603.00	50,433.14	46,613.20
	(b) Other operating income	19.76	9.70	16.32	47.27	74.55
	Total income from operations (net)	14,374.55	12,465.34	12,619.32	50,480.41	46,687.75
2	Expenses					
	(a) Purchase of stock-in-trade	-	-	25.82	142.87	25.82
	(b) Employee benefits expense	7,089.23	7,042.85	6,868.45	28,642.48	25,757.10
	(c) Depreciation and amortisation expense	139.03	104.61	110.51	436.81	522.27
	(d) Other expenses	2,411.55	2,177.55	1,946.14	8,896.90	8,051.88
	(e) Net exchange loss/(gain)	(58.70)	(203.36)	(348.45)	(956.64)	(1,058.98)
	Total expenses	9,581.11	9,121.65	8,602.47	37,162.42	33,298.09
3	Profit from operations before other income, finance costs and exceptional item	4,793.44	3,343.69	4,016.85	13,317.99	13,389.66
4	Other income	1,003.68	748.10	554.50	2,936.91	2,105.26
5	Profit from ordinary activities before finance costs and exceptional item	5,797.12	4,091.79	4,571.35	16,254.90	15,494.92
6	Finance costs	98.08	115.52	24.21	390.62	114.30
7	Profit from ordinary activities after finance costs but before exceptional item	5,699.04	3,976.27	4,547.14	15,864.28	15,380.62
8	Exceptional item	-	-	-	-	-
9	Profit from ordinary activities before tax	5,699.04	3,976.27	4,547.14	15,864.28	15,380.62
10	Tax expense	1,528.23	1,009.53	1,105.54	4,119.83	3,633.64
11	Net profit from ordinary activities after tax	4,170.81	2,966.74	3,441.60	11,744.45	11,746.98
12	Paid-up equity share capital (Face Value ₹ 1/-)	1,051.59	1,051.59	1,051.59	1,051.59	1,051.59
13	Reserve excluding revaluation reserves as per balance sheet				34,983.74	34,678.23
14	Earnings per share (of ₹ 1/- each) (not annualised):					
	Basic and Diluted	3.97	2.82	3.27	11.17	11.17
	See accompanying notes to the financial results					

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Notes:

- 1 The Standalone statement of assets and liabilities for the year ended 31st March, 2016 as required under Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Sr #	Particulars	₹ in lakhs	
		As at March 31, 2016 (Audited)	As at March 31, 2015 (Audited)
A	EQUITY AND LIABILITIES		
1	Shareholders' funds		
	Share capital	1,051.59	1,051.59
	Reserves and surplus	34,983.74	34,678.23
	Sub total - Shareholders' funds	36,035.33	35,729.82
2	Non-current liabilities		
	Other long-term liabilities	401.74	183.61
	Sub total - Non-current liabilities	401.74	183.61
3	Current liabilities		
	Short-term borrowings	9,651.28	531.67
	Trade payables	3,271.56	3,644.90
	Other current liabilities	1,144.56	896.47
	Short-term provisions	983.42	6,807.45
	Sub total - Current liabilities	15,050.82	11,880.49
	TOTAL EQUITY AND LIABILITIES	51,487.89	47,793.92
B	ASSETS		
1	Non-current assets		
	Fixed assets	1,869.44	1,266.42
	Non-current investments	2,601.93	5,100.01
	Deferred tax assets (net)	998.06	840.55
	Long-term loans and advances	4,696.97	5,779.90
	Other non-current assets	12.84	0.94
	Sub total - Non-current assets	10,179.24	12,987.82
2	Current assets		
	Current investments	6,999.96	5,634.12
	Trade receivables	12,451.97	10,208.35
	Cash and cash equivalents	18,550.69	16,232.88
	Short-term loans and advances	1,118.62	411.62
	Other current assets	2,187.41	2,319.13
	Sub total - Current assets	41,308.65	34,806.10
	TOTAL ASSETS	51,487.89	47,793.92

- 2 The above audited financial results of the Company has been reviewed by the Audit Committee and approved by the Board of Directors at their meeting held on May 23, 2016.
- 3 The figures for the quarter ended March 31, 2016 and March 31, 2015, 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, 2015 and December 31, 2014 respectively.
- 4 Segment results have not been disclosed in the Standalone financial results since the Company operates in only one Segment viz International (Software Service exports).
- 5 Previous year figures have been regrouped/reclassified wherever necessary to confirm to current year/period classification.

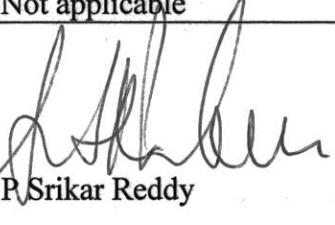



FOR AND ON BEHALF OF THE BOARD OF DIRECTORS

P SRIKAR REDDY
 MANAGING DIRECTOR
 & CHIEF EXECUTIVE OFFICER

Place : Mumbai
 Date : 23rd May, 2016

Sonata Software Limited
Audit for the year ended 31st March, 2016
Form A (Consolidated Financial Statements)

Form A

1	Name of the Company	Sonata Software Limited
2	Annual Consolidated Financial Statements	31 st March 2016
3	Type of Audit observation	Un - qualified
4	Frequency of Observation	Not applicable
5	To be signed by:	
	Managing Director & CEO	 P Srikar Reddy
	Audit Committee Chairman	 B K Syngal
	Chief Financial Officer	 Prasanna Oke
	Place: Mumbai Date: 23 rd May, 2016	
	Refer Audit Report dated 23 rd May, 2016 on the Consolidated Financial Statements	
	For Deloitte Haskins & Sells Chartered Accountants (Firms Registration No: 008072S)	
	 V Srikumar Partner (Membership No: 84494)	
	Place: Mumbai Date: 23 rd May, 2016	

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Part I							(₹ in lakhs)
Statement of consolidated audited financial results for the year ended March 31, 2016							
Sr #	Particulars	Three months ended March 31, 2016	Preceding three months ended December 31, 2015	Corresponding three months ended March 31, 2015	Year ended March 31, 2016	Previous year ended March 31, 2015	
		<i>Audited (Refer Note 3)</i>	<i>Unaudited</i>	<i>Audited (Refer Note 3)</i>	<i>Audited</i>	<i>Audited</i>	
1	Income from operations						
	(a) Net sales/income from operations	54,043.92	52,155.99	39,225.56	193,851.93	168,051.14	
	(b) Other operating income	50.58	41.90	39.57	198.21	161.67	
	Total income from operations (net)	54,094.50	52,197.89	39,265.13	194,050.14	168,212.81	
2	Expenses						
	(a) Purchase of stock-in-trade	31,621.25	33,562.58	21,944.08	116,266.65	102,381.00	
	(b) Changes in inventories of stock-in-trade	1,665.32	(1,596.85)	(494.93)	(267.59)	(612.52)	
	(c) Employee benefits expense	11,032.18	10,152.85	9,294.06	40,978.37	35,271.95	
	(d) Depreciation and amortisation expense	218.38	152.37	132.89	616.25	607.15	
	(e) Other expenses	5,161.34	4,423.57	3,867.00	17,883.11	14,408.82	
	(f) Net exchange loss/(gain)	(389.21)	41.37	84.34	(1,464.63)	(334.52)	
	Total expenses	49,309.26	46,735.89	34,827.44	174,012.16	151,721.88	
3	Profit from operations before other income, finance costs and exceptional item	4,785.24	5,462.00	4,437.69	20,037.98	16,490.93	
4	Other income	1,032.41	701.01	461.99	2,913.58	1,652.96	
5	Profit from ordinary activities before finance costs and exceptional item	5,817.65	6,163.01	4,899.68	22,951.56	18,143.89	
6	Finance costs	244.98	222.10	54.79	794.95	275.81	
7	Profit from ordinary activities after finance costs but before exceptional item	5,572.67	5,940.91	4,844.89	22,156.61	17,868.08	
8	Exceptional item Interest income on income tax refund	-	-	-	368.04	321.76	
9	Profit from ordinary activities before tax	5,572.67	5,940.91	4,844.89	22,524.65	18,189.84	
10	Tax expense	1,489.62	1,918.03	1,356.81	6,665.55	4,861.70	
11	Net profit from ordinary activities after tax	4,083.05	4,022.88	3,488.08	15,859.10	13,328.14	
12	Minority interest	-	-	(4.88)	-	41.53	
13	Net profit after taxes and minority interest	4,083.05	4,022.88	3,483.20	15,859.10	13,369.67	
14	Paid-up equity share capital (Face Value ₹ 1/-)	1,051.59	1,051.59	1,051.59	1,051.59	1,051.59	
15	Reserve excluding revaluation reserves as per balance sheet				46,047.65	41,791.47	
16	Earnings per share (of ₹ 1/- each) (not annualised):						
	Basic and Diluted	3.88	3.83	3.31	15.08	12.71	
See accompanying notes to the Consolidated financial results							

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Notes:

- 1 The Consolidated statement of assets and liabilities for the year ended 31st March, 2016 as required under Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Sr #	Particulars	(₹ in lakhs)	
		As at March 31, 2016 (Audited)	As at March 31, 2015 (Audited)
A	EQUITY AND LIABILITIES		
1	Shareholders' funds		
	Share capital	1,051.59	1,051.59
	Reserves and surplus	46,047.65	41,791.47
	Sub total - Shareholders' funds	47,099.24	42,843.06
2	Non-current liabilities		
	Long-term borrowings	5,222.71	-
	Other long-term liabilities	1,616.30	196.35
	Sub total - Non current liabilities	6,839.01	196.35
3	Current liabilities		
	Short-term borrowings	11,905.32	2,442.47
	Trade payables	26,546.46	24,959.59
	Other current liabilities	4,309.79	3,016.61
	Short-term provisions	2,488.74	7,356.55
	Sub total - Current liabilities	45,250.31	37,775.22
	TOTAL EQUITY AND LIABILITIES	99,188.56	80,814.63
B	ASSETS		
1	Non-current assets		
	Fixed assets	2,916.73	1,496.58
	Goodwill on consolidation	9,096.58	864.69
	Non-current investments	0.31	0.31
	Deferred tax assets (net)	1,291.73	887.41
	Long-term loans and advances	6,493.51	9,248.27
	Other non-current assets	91.19	27.08
	Sub total - Non-current assets	19,890.05	12,524.34
2	Current assets		
	Current investments	5,224.45	6,385.76
	Inventories	1,000.90	733.31
	Trade receivables	35,443.44	31,016.70
	Cash and cash equivalents	29,525.02	19,980.13
	Short-term loans and advances	3,776.71	3,659.79
	Other current assets	4,327.99	6,514.60
	Sub total - Current assets	79,298.51	68,290.29
	TOTAL ASSETS	99,188.56	80,814.63

- 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 23, 2016.
- 3 The figures for the quarter ended March 31, 2016 and March 31, 2015, 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, 2015 and December 31, 2014 respectively.
- 4 Consolidated financial results include subsidiaries i.e. Sonata Information Technology Limited, Sonata Software North America Inc., Rezopia, Inc. (w.e.f August 22, 2014), 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.
- 5 Exceptional item for the year ended March 31, 2016 represents interest on Income Tax refund of ₹ 368.04 lakhs in Sonata Information Technology Limited.
- 6 During the year, the Group has acquired 100% of the equity interest in Halosys Technologies Inc., a California company and Interactive Business Information Systems, Inc. (IBIS), a Georgia company.

Halosys Technologies Inc., is a leading US based IT solutions provider specializing in Enterprise Mobile Backend API platform and Mobile Information Management Solution.

Interactive Business Information Systems, Inc. (IBIS), a Georgia company, which has strategic partnership with Microsoft for the Dynamics solution and delivers world-class supply chain solutions, including its proprietary Advanced Supply Chain Software solution.

From the date of acquisition of control, assets, liabilities, income and expenses are consolidated on a line by line basis. The figures of current year are inclusive of Halosys Technologies Inc., and Interactive Business Information Systems, Inc. (IBIS), and hence figures of the current year and of the previous year are not comparable.

- 7 The consolidated segment wise revenue and results for the quarter and year ended March 31, 2016 are as follows :

Particulars	(₹ in lakhs)				
	Three months ended March 31, 2016	Preceding three months ended December 31, 2015	Corresponding three months ended March 31, 2015	Year ended March 31, 2016	Previous year ended March 31, 2015
	Audited (Refer Note 3)	Unaudited	Audited	Audited (Refer Note 3)	Audited
1. Segment revenue					
a. India	36,966.69	35,249.42	24,311.29	129,558.46	112,260.55
b. Other than India	17,498.58	17,279.20	15,337.96	66,137.57	57,695.44
Total	54,465.27	52,528.62	39,649.25	195,696.03	169,955.99
Less : Inter segment revenue	370.77	330.73	384.12	1,645.89	1,743.18
Net sales/income from operations	54,094.50	52,197.89	39,265.13	194,050.14	168,212.81
2. Segment results					
Profit before tax and interest					
a. India	1,819.57	1,742.56	1,257.30	6,407.53	4,184.12
b. Other than India	2,965.67	3,719.44	3,180.39	13,630.45	12,306.81
Total	4,785.24	5,462.00	4,437.69	20,037.98	16,490.93
Less: Finance costs	244.98	222.10	54.79	794.95	275.81
Unallocable income net of unallocable expenditure	1,032.41	701.01	461.99	2,913.58	1,652.96
3. Profit before tax and exceptional item	5,572.67	5,940.91	4,844.89	22,156.61	17,868.08
Exceptional item					
Interest Income on income tax refund	-	-	-	368.04	321.76
Profit before tax and minority interest	5,572.67	5,940.91	4,844.89	22,524.65	18,189.84
4. Capital employed					
(Segment assets - Segment liabilities)					
a. India	11,346.30	11,818.04	6,112.22	11,346.30	6,181.32
b. Other than India	33,427.91	31,802.53	24,021.71	33,427.91	24,527.64
c. Unallocated	2,325.03	6,121.93	12,709.13	2,325.03	12,134.10
Total	47,099.24	49,742.50	42,843.06	47,099.24	42,843.06

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

FOR AND ON BEHALF OF THE BOARD OF DIRECTORS

P SRIKAR REDDY
MANAGING DIRECTOR
& CHIEF EXECUTIVE OFFICER

Place : Mumbai
Date : 23rd May, 2016



Sonata Software - Consolidated annual PAT of ₹159 Crores, 19% growth.

Mumbai, May 23, 2016

Sonata Software, an IT consulting and software services provider, today reported its audited financial results for the quarter and year ended March 31, 2016.

Description	in ₹ Crores							
	For the Quarter ended					For the Year ended		
	31/Mar/16	31/Dec/15	QoQ	31/Mar/15	YoY	31/Mar/16	31/Mar/15	YoY
Revenues								
International IT Services	189.0	181.5	4%	162.2	17%	706.8	606.7	17%
Domestic- Products & Services	355.6	343.8	3%	234.3	52%	1,250.1	1,092.9	14%
Consolidated	540.9	522.0	4%	392.7	38%	1,940.5	1,682.1	15%
EBITDA								
International IT Services	46.2	49.3	-6%	39.2	18%	184.3	151.3	22%
Domestic- Products & Services	14.9	15.0	0%	11.6	28%	58.4 *	41.3 *	42%
Consolidated	60.4	63.2	-4%	50.3	20%	239.4 *	190.7 *	25%
PAT								
International IT Services	32.3	31.6	2%	27.8	16%	124.7	108.4	15%
Domestic- Products & Services	8.6	8.6	-1%	7.1	21%	33.9	25.3	34%
Consolidated	40.8	40.2	1%	34.8	17%	158.6	133.7	19%

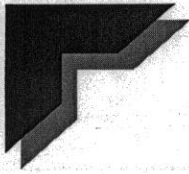
* Includes "exceptional Item" Interest income received of ₹ 3.7 crores during FY2015-16 as against ₹ 3.2 crores in FY2014-15 on Income-Tax refunds.

Speaking on the results Mr. Srikar Reddy, Managing Director & CEO of the Company said "We had an important quarter and a successful year with key acquisitions and new solution builds to become a strong IP led solutions provider in our focus verticals of Travel, Retail, Distribution and ISV. In addition, we invested in key digital technologies including omni-channel commerce, mobility, cloud and analytics which is in line with our strategy of becoming a digital transformation partner for our clients".

Performance Highlights for the quarter and the year:

• **Consolidated:**

- Revenues for the quarter at ₹541 crores : YoY growth of 38% for the quarter and 15% for the year;
- EBITDA for the quarter at ₹60 Crores : YoY growth of 20% for the quarter and 25% for the year;
- PAT for the quarter at ₹41 Crores : YoY growth of 17% for the quarter and 19% for the year;
- EPS for the year of ₹15.08 (Previous year: ₹12.71).
- Cash and equivalents of approximately ₹228 Crores.



- **International IT Services:**

- Revenues for the quarter at ₹189 crores : YoY growth of 17% for the quarter and the year;
- EBIDTA for the quarter at ₹46 Crores : YoY growth of 18% for the quarter and 22% for the year;
- PAT for the quarter at ₹32 Crores : YoY growth of 16% for the quarter and 15% for the year;
- Addition of 10 new customers for the quarter and 26 new customers for the year.

- **Domestic Products & Services :**

- Revenues for the quarter at ₹356 crores : YoY growth of 52% for the quarter and 14% for the year;
- EBIDTA for the quarter at ₹15 Crores : YoY growth of 28% for the quarter and 42% for the year;
- PAT for the quarter at ₹9 Crores : YoY growth of 21% for the quarter and 34% for the year;

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:

Anuj Kumar Saxena
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