



SONATA SOFTWARE LIMITED



**CMMI DEV/5**  
Exp. 2017-04-16 / Appraisal #22067

19<sup>th</sup> May, 2015

The Dy. General Manager  
Market Operations  
Bombay Stock Exchange Ltd  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Mumbai – 400 001.

Dear Sir/Madam,

**SUB : AUDITED RESULTS FOR THE QUARTER & YEAR ENDED  
31<sup>ST</sup> MARCH, 2015  
REF : CLAUSE 41 OF THE LISTING AGREEMENT**

With reference to the above, we wish to inform you that the audited financial results for the above period were considered and adopted by the Board in their meeting held on 19<sup>th</sup> May, 2015. We are sending herewith highlights of the financial results in the prescribed format.

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

Also note that the detailed financials and the Investor Presentation have been uploaded in our website [www.sonata-software.com](http://www.sonata-software.com) under Investors Section.

Kindly take the same on record.

Thanking you,

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

**PRIYA MANOJ JASWANI**  
COMPANY SECRETARY

CC to : The National Stock Exchange Ltd - Mumbai

**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

www.sonata-software.com, Tel : +91-080-67781999 Fax : +91-080-26601387, investor@sonata-software.com

Part I						
(₹ in lakhs)						
<b>Statement of Standalone Audited Financial Results for the Year Ended March 31, 2015</b>						
Sr #	Particulars	Three months ended March 31, 2015	Preceding three months ended December 31, 2014	Corresponding three months ended March 31, 2014	Year ended March 31, 2015	Previous Year ended March 31, 2014
		<i>Audited</i> <i>(Refer Note 3)</i>	<i>Unaudited</i>	<i>Audited</i> <i>(Refer Note 3)</i>	<i>Audited</i>	<i>Audited</i>
<b>1</b>	<b>Income from operations</b>					
	(a) Net sales/income from operations	12,603.00	12,433.29	9,392.22	46,613.20	33,282.78
	(b) Other operating income	16.32	26.64	31.31	74.55	87.67
	<b>Total income from operations (net)</b>	<b>12,619.32</b>	<b>12,459.93</b>	<b>9,423.53</b>	<b>46,687.75</b>	<b>33,370.45</b>
<b>2</b>	<b>Expenses</b>					
	(a) Purchases of stock-in-trade	25.82	-	-	25.82	-
	(b) Employee benefits expense	6,868.45	6,887.37	5,367.94	25,757.10	18,731.79
	(c) Depreciation and amortisation expense	110.51	123.37	130.13	522.27	739.22
	(d) Other expenses	1,946.14	1,997.26	1,689.70	8,051.88	7,698.81
	(e) Net exchange loss/(gain)	(348.45)	(202.66)	223.89	(1,058.98)	1,038.60
	<b>Total expenses</b>	<b>8,602.47</b>	<b>8,805.34</b>	<b>7,411.66</b>	<b>33,298.09</b>	<b>28,208.42</b>
<b>3</b>	<b>Profit from operations before other income, finance costs and exceptional item</b>	<b>4,016.85</b>	<b>3,654.59</b>	<b>2,011.87</b>	<b>13,389.66</b>	<b>5,162.03</b>
<b>4</b>	<b>Other income</b>	<b>554.50</b>	<b>651.53</b>	<b>784.99</b>	<b>2,105.26</b>	<b>1,739.06</b>
<b>5</b>	<b>Profit from ordinary activities before finance costs and exceptional item</b>	<b>4,571.35</b>	<b>4,306.12</b>	<b>2,796.86</b>	<b>15,494.92</b>	<b>6,901.09</b>
<b>6</b>	<b>Finance costs</b>	<b>24.21</b>	<b>49.95</b>	<b>0.13</b>	<b>114.30</b>	<b>16.64</b>
<b>7</b>	<b>Profit from ordinary activities after finance costs but before exceptional item</b>	<b>4,547.14</b>	<b>4,256.17</b>	<b>2,796.73</b>	<b>15,380.62</b>	<b>6,884.45</b>
<b>8</b>	<b>Exceptional item</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>9</b>	<b>Profit before tax</b>	<b>4,547.14</b>	<b>4,256.17</b>	<b>2,796.73</b>	<b>15,380.62</b>	<b>6,884.45</b>
<b>10</b>	<b>Tax expense</b>	<b>1,105.54</b>	<b>1,042.34</b>	<b>614.28</b>	<b>3,633.64</b>	<b>1,500.25</b>
<b>11</b>	<b>Net Profit after tax</b>	<b>3,441.60</b>	<b>3,213.83</b>	<b>2,182.45</b>	<b>11,746.98</b>	<b>5,384.20</b>
<b>12</b>	<b>Paid-up equity share capital (Face Value ₹ 1/-)</b>	<b>1,051.59</b>	<b>1,051.59</b>	<b>1,051.59</b>	<b>1,051.59</b>	<b>1,051.59</b>
<b>13</b>	<b>Reserve excluding Revaluation Reserves as per balance sheet of previous accounting year</b>				<b>34,678.23</b>	<b>30,879.94</b>
<b>14</b>	<b>Earnings per share (of ₹ 1/- each) (not annualised):</b>					
	Basic and Diluted	3.27	3.06	2.08	11.17	5.12
	See accompanying notes to the financial results					

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Part II						
Select Information - for the Year Ended March 31, 2015						
Sr #	Particulars	Three months ended March 31, 2015	Preceding three months ended December 31, 2014	Corresponding three months ended March 31, 2014	Year ended March 31, 2015	Previous Year ended March 31, 2014
A	<b>PARTICULARS OF SHAREHOLDING</b>					
1	Public Shareholding					
	- Number of shares	71,119,145	70,919,145	70,674,145	71,119,145	70,674,145
	- Percentage of shareholding	67.63%	67.44%	67.21%	67.63%	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
	- Percentage of shares (as a % of the total shareholding of promoters and promoter group)	5.51%	5.48%	5.44%	5.51%	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%
b)	Non - encumbered					
	- Number of shares	32,165,161	32,365,161	32,610,161	32,165,161	32,610,161
	- Percentage of shares (as a % of the total shareholding of promoters and promoter group)	94.49%	94.52%	94.56%	94.49%	94.56%
	- Percentage of shares (as a % of the total share capital of the company)	30.59%	30.78%	31.01%	30.59%	31.01%
Particulars		Quarter ended March 31, 2015				
B	<b>INVESTOR COMPLAINTS</b>					
	Pending at the beginning of the quarter					
	Received during the quarter				6	
	Disposed of during the quarter				6	
	Remaining unresolved at the end of the quarter					

Notes:

1. The Standalone statement of assets and liabilities for the year ended 31st March, 2015 as required under Clause 41 of the Listing Agreement

Sr #	Particulars	₹ in lakhs	
		As at March 31, 2015 (Audited)	As at March 31, 2014 (Audited)
A	<b>EQUITY AND LIABILITIES</b>		
1	Shareholders' funds		
	Share capital	1,051.59	1,051.59
	Reserves and surplus	34,678.23	30,879.94
	Sub total - Shareholders' funds	35,729.82	31,931.53
2	Non-current liabilities		
	Other long-term liabilities	183.61	69.59
	Sub total - Non-current liabilities	183.61	69.59
3	Current liabilities		
	Short-term borrowings	531.67	569.48
	Trade payables	3,644.90	3,188.07
	Other current liabilities	896.47	598.12
	Short-term provisions	6,807.45	4,374.19
	Sub total - Current liabilities	11,880.49	8,729.86
	<b>TOTAL EQUITY AND LIABILITIES</b>	<b>47,793.92</b>	<b>40,730.98</b>
B	<b>ASSETS</b>		
1	Non-current assets		
	Fixed assets	1,266.42	1,475.51
	Non-current investments	5,100.01	5,100.01
	Deferred tax assets (net)	840.55	969.50
	Long-term loans and advances	5,769.29	5,856.58
	Sub total - Non-current assets	12,976.27	13,401.60
2	Current assets		
	Current investments	5,634.12	5,766.10
	Trade receivables	10,208.35	6,418.91
	Cash and cash equivalents	16,233.82	13,709.71
	Short-term loans and advances	422.23	831.71
	Other current assets	2,319.13	602.95
	Sub total - Current assets	34,817.65	27,329.38
	<b>TOTAL ASSETS</b>	<b>47,793.92</b>	<b>40,730.98</b>

- 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 19, 2015.
- The figures for the quarter ended March 31, 2015 and March 31, 2014, 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, 2014 and December 31, 2013 respectively.
- Pursuant to the transition provisions prescribed in Schedule II to the Companies Act, 2013, the Company has fully depreciated the carrying value of assets, net of residual value, where the remaining useful life of the asset was determined to be nil as on April 1, 2014, and has adjusted an amount of ₹ 171.28 lakhs (net of deferred tax of ₹ 113.53 lakhs) against the opening balance in retained earnings in the financial statements.  
Consequent to the applicability of the Companies Act, 2013 with effect from April 1, 2014 depreciation for the year ended March 31, 2015 debited to the statement of profit and loss is higher by ₹ 122.12 lakhs.
- Effective 9th April 2015, Mr. Venkatraman N resigned as CFO & Key Managerial Person (KMP) of the Company. At the meeting held today, based on the recommendations of the Nomination and Remuneration Committee and as well the Audit Committee, the Board of Directors has appointed Mr. Prasanna Oke as CFO and KMP of the Company effective 20th May 2015. Mr. Prasanna is a graduate from University of Pune and holds MBA Degree from IIM, Ahmedabad.
- A final dividend of ₹ 4.25/- per share (42.5% on par value of ₹ 1/-) has been recommended at the Board Meeting, subject to the approval of the Shareholders. This along with the interim dividend of ₹ 2.75/- per share raises the total dividend for the year to ₹ 7/- per share.
- The Register of Members and Share Transfer Books will remain closed from 24th July, 2015 to 31st July, 2015 (both days inclusive). The Annual General Meeting has been scheduled to be held on 31st July 2015.
- Segment results have not been disclosed in the Standalone results since the Company operates in only one Segment viz International (Software Service exports).
- Previous year/period 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 : 19<sup>th</sup> May, 2015

## SONATA SOFTWARE LIMITED

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Part I							(₹ in lakhs)
<b>Statement of Consolidated Audited Financial Results for the Year Ended March 31, 2015</b>							
Sr #	Particulars	Three months ended March 31, 2015	Preceding three months ended December 31, 2014	Corresponding three months ended March 31, 2014	Year ended March 31, 2015	Previous Year ended March 31, 2014	
		<i>Audited</i> <i>(Refer Note 3)</i>	<i>Unaudited</i>	<i>Audited</i> <i>(Refer Note 3)</i>	<i>Audited</i>	<i>Audited</i>	
<b>1</b>	<b>Income from operations</b>						
	(a) Net sales/income from operations	39,225.56	46,636.59	34,067.72	168,051.14	156,458.95	
	(b) Other operating income	39.57	48.83	3.06	161.67	120.71	
	<b>Total income from operations (net)</b>	<b>39,265.13</b>	<b>46,685.42</b>	<b>34,070.78</b>	<b>168,212.81</b>	<b>156,579.66</b>	
<b>2</b>	<b>Expenses</b>						
	(a) Purchases of stock-in-trade	21,944.08	29,510.34	19,029.50	102,381.00	100,617.01	
	(b) Changes in inventories of stock-in-trade	(494.93)	16.11	98.88	(612.52)	(41.59)	
	(c) Employee benefits expense	9,294.06	9,183.29	8,197.58	35,271.95	31,090.00	
	(d) Depreciation and amortisation expense	132.89	144.76	146.80	607.15	796.37	
	(e) Other expenses	3,867.00	3,600.28	3,302.66	14,408.82	14,506.01	
	(f) Net exchange loss/(gain)	84.34	(148.40)	404.06	(334.52)	457.85	
	<b>Total expenses</b>	<b>34,827.44</b>	<b>42,306.38</b>	<b>31,179.48</b>	<b>151,721.88</b>	<b>147,425.65</b>	
<b>3</b>	<b>Profit from operations before other income, finance costs and exceptional item</b>	<b>4,437.69</b>	<b>4,379.04</b>	<b>2,891.30</b>	<b>16,490.93</b>	<b>9,154.01</b>	
<b>4</b>	<b>Other income</b>	<b>461.99</b>	<b>509.54</b>	<b>464.34</b>	<b>1,652.96</b>	<b>1,082.02</b>	
<b>5</b>	<b>Profit from ordinary activities before finance costs and exceptional item</b>	<b>4,899.68</b>	<b>4,888.58</b>	<b>3,355.64</b>	<b>18,143.89</b>	<b>10,236.03</b>	
<b>6</b>	<b>Finance costs</b>	<b>54.79</b>	<b>86.66</b>	<b>32.04</b>	<b>275.81</b>	<b>243.48</b>	
<b>7</b>	<b>Profit from ordinary activities after finance costs but before exceptional item</b>	<b>4,844.89</b>	<b>4,801.92</b>	<b>3,323.60</b>	<b>17,868.08</b>	<b>9,992.55</b>	
<b>8</b>	<b>Exceptional item</b>						
	Interest income on income tax refund	-	139.91	-	321.76	715.12	
<b>9</b>	<b>Profit before tax</b>	<b>4,844.89</b>	<b>4,941.83</b>	<b>3,323.60</b>	<b>18,189.84</b>	<b>10,707.67</b>	
<b>10</b>	<b>Tax expense</b>	<b>1,356.81</b>	<b>1,391.87</b>	<b>968.06</b>	<b>4,861.70</b>	<b>2,935.34</b>	
<b>11</b>	<b>Net Profit after tax</b>	<b>3,488.08</b>	<b>3,549.96</b>	<b>2,355.54</b>	<b>13,328.14</b>	<b>7,772.33</b>	
<b>12</b>	<b>Minority interest</b>	<b>(4.88)</b>	<b>20.85</b>	<b>1.12</b>	<b>41.53</b>	<b>4.36</b>	
<b>13</b>	<b>Net Profit after taxes and minority interest</b>	<b>3,483.20</b>	<b>3,570.81</b>	<b>2,356.66</b>	<b>13,369.67</b>	<b>7,776.69</b>	
<b>14</b>	<b>Paid-up equity share capital (Face Value ₹ 1/-)</b>	<b>1,051.59</b>	<b>1,051.59</b>	<b>1,051.59</b>	<b>1,051.59</b>	<b>1,051.59</b>	
<b>15</b>	<b>Reserve excluding Revaluation Reserves as per balance sheet of previous accounting year</b>				<b>41,791.47</b>	<b>36,387.94</b>	
<b>16</b>	<b>Earnings per share (of ₹ 1/- each) (not annualised):</b>						
	Basic and Diluted	3.31	3.40	2.24	12.71	7.40	
See accompanying notes to the Consolidated financial results							

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Part II						
Select Information for the Year Ended March 31, 2015						
Sr #	Particulars	Three months ended March 31, 2015	Preceding three months ended December 31, 2014	Corresponding three months ended March 31, 2014	Year ended March 31, 2015	Previous Year ended March 31, 2014
<b>A</b>	<b>PARTICULARS OF SHAREHOLDING</b>					
<b>1</b>	<b>Public Shareholding</b>					
	- Number of shares	71,119,145	70,919,145	70,674,145	71,119,145	70,674,145
	- Percentage of shareholding	67.63%	67.44%	67.21%	67.63%	67.21%
<b>2</b>	<b>Promoters and Promoter Group Shareholding</b>					
	<b>a) Pledged / Encumbered</b>					
	- Number of shares	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)	5.51%	5.48%	5.44%	5.51%	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%
	<b>b) Non - encumbered</b>					
	- Number of shares	32,165,161	32,365,161	32,610,161	32,165,161	32,610,161
	- Percentage of shares (as a % of the total shareholding of promoters and promoter group)	94.49%	94.52%	94.56%	94.49%	94.56%
	- Percentage of shares (as a % of the total share capital of the company)	30.59%	30.78%	31.01%	30.59%	31.01%

Particulars	Quarter ended March 31, 2015
<b>B INVESTOR COMPLAINTS</b>	
Pending at the beginning of the quarter	-
Received during the quarter	6
Disposed of during the quarter	6
Remaining unresolved at the end of the quarter	-

**Notes:**

1. The Consolidated statement of assets and liabilities for the year ended 31st March, 2015 as required under Clause 41 of the Listing Agreement

Sr #	Particulars	₹ in lakhs	
		As at March 31, 2015 (Audited)	As at March 31, 2014 (Audited)
<b>A</b>	<b>EQUITY AND LIABILITIES</b>		
<b>1</b>	<b>Shareholders' funds</b>		
	Share capital	1,051.59	1,051.59
	Reserves and surplus	41,791.47	36,387.94
	<b>Sub total - Shareholders' funds</b>	<b>42,843.06</b>	<b>37,439.53</b>
<b>2</b>	<b>Minority interest</b>	-	1.05
<b>3</b>	<b>Non-current liabilities</b>		
	Other long-term liabilities	196.35	74.00
	<b>Sub total - Non current liabilities</b>	<b>196.35</b>	<b>74.00</b>
<b>4</b>	<b>Current liabilities</b>		
	Short-term borrowings	2,442.47	569.48
	Trade payables	24,959.59	19,963.84
	Other current liabilities	3,071.04	3,006.03
	Short-term provisions	7,356.55	4,847.88
	<b>Sub total - Current liabilities</b>	<b>37,829.65</b>	<b>28,387.23</b>
	<b>TOTAL EQUITY AND LIABILITIES</b>	<b>80,869.06</b>	<b>65,901.81</b>
<b>B</b>	<b>ASSETS</b>		
<b>1</b>	<b>Non-current assets</b>		
	Fixed assets	1,496.58	1,693.04
	Goodwill on consolidation	864.69	-
	Non-current investments	0.31	0.31
	Deferred tax assets (net)	887.41	1,040.45
	Long-term loans and advances	9,237.66	10,171.19
	Other non-current assets	-	3,289.58
	<b>Sub total - Non-current assets</b>	<b>12,486.65</b>	<b>16,194.57</b>
<b>2</b>	<b>Current assets</b>		
	Current investments	6,385.76	5,766.67
	Inventories	733.31	120.79
	Trade receivables	31,071.13	20,839.12
	Cash and cash equivalents	20,005.96	18,647.54
	Short-term loans and advances	3,670.40	2,986.64
	Other current assets	6,515.85	1,346.48
	<b>Sub total - Current assets</b>	<b>68,382.41</b>	<b>49,707.24</b>
	<b>TOTAL ASSETS</b>	<b>80,869.06</b>	<b>65,901.81</b>

## Notes:

- 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 19, 2015.
- 3 The figures for the quarter ended March 31, 2015 and March 31, 2014, 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, 2014 and December 31, 2013 respectively.
- 4 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).
- 5 Exceptional item for year ended March 31, 2015 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 The consolidated segment wise revenue and results for the quarter and year ended March 31, 2015, as required under Clause 41 of the Listing Agreement are as follows :

(₹ in lakhs)

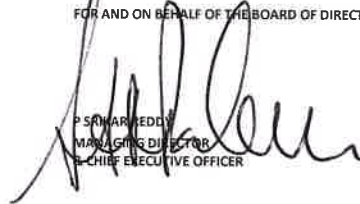
Particulars	Three months ended March 31, 2015	Preceding three months ended December 31, 2014	Corresponding three months ended March 31, 2014	Year ended March 31, 2015	Previous Year ended March 31, 2014
	Audited (Refer Note 3)	Unaudited	Audited (Refer Note 3)	Audited	Audited
<b>1. Segment revenue</b>					
a. India	24,311.29	31,938.21	21,409.12	112,260.55	108,304.00
b. Other than India	15,337.96	15,097.13	12,661.85	57,695.44	48,510.21
<b>Total</b>	<b>39,649.25</b>	<b>47,035.34</b>	<b>34,070.97</b>	<b>169,955.99</b>	<b>156,814.21</b>
Less : Inter segment revenue	384.12	349.92	0.19	1,743.18	234.55
<b>Net sales/income from operations</b>	<b>39,265.13</b>	<b>46,685.42</b>	<b>34,070.78</b>	<b>168,212.81</b>	<b>156,579.66</b>
<b>2. Segment results</b>					
Profit before tax and interest					
a. India	1,257.30	1,116.29	1,108.72	4,184.12	2,907.86
b. Other than India	3,180.39	3,262.75	1,782.58	12,306.81	6,246.15
<b>Total</b>	<b>4,437.69</b>	<b>4,379.04</b>	<b>2,891.30</b>	<b>16,490.93</b>	<b>9,154.01</b>
Less: Finance costs	54.79	86.66	32.04	275.81	243.48
<b>Unallocable income net of unallocable expenditure</b>	<b>461.99</b>	<b>509.54</b>	<b>464.34</b>	<b>1,652.96</b>	<b>1,082.02</b>
<b>3. Profit before tax and exceptional item</b>	<b>4,844.89</b>	<b>4,801.92</b>	<b>3,323.60</b>	<b>17,868.08</b>	<b>9,992.55</b>
Exceptional item					
Interest Income on income tax refund	-	139.91	-	321.76	715.12
<b>Profit before tax and minority interest</b>	<b>4,844.89</b>	<b>4,941.83</b>	<b>3,323.60</b>	<b>18,189.84</b>	<b>10,707.67</b>
<b>4. Capital employed</b>					
(Segment assets - Segment liabilities)					
a. India	6,181.32	6,601.82	1,704.40	6,181.32	1,704.40
b. Other than India	24,527.64	25,098.39	21,452.89	24,527.64	21,452.89
c. Unallocated	12,134.10	12,139.78	14,282.24	12,134.10	14,282.24
<b>Total</b>	<b>42,843.06</b>	<b>43,839.99</b>	<b>37,439.53</b>	<b>42,843.06</b>	<b>37,439.53</b>

- 7 Pursuant to the transition provisions prescribed in Schedule II to the Companies Act, 2013, the Group has fully depreciated the carrying value of assets, net of residual value, where the remaining useful life of the asset was determined to be nil as on April 1, 2014, and has adjusted an amount of ₹ 172.77 lakhs (net of deferred tax of ₹ 114.52 lakhs) against the opening balance in retained earnings in the consolidated financial statements.

Consequent to the applicability of the Companies Act, 2013 with effect from April 1, 2014 depreciation for the year ended March 31, 2015 debited to the consolidated statement of profit and loss is higher by ₹ 122.15 lakhs

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

FOR AND ON BEHALF OF THE BOARD OF DIRECTORS



P. SRINIVAS REDDY  
MANAGING DIRECTOR  
CHIEF EXECUTIVE OFFICER

Place : Mumbai  
Date : 19<sup>th</sup> May, 2015



**Sonata Software - Consolidated annual FY15 Revenues at ₹1,682 Crores, PAT of ₹134 Crores, 72% growth. Board recommends final dividend of ₹4.25 per share taking the total for the year to ₹7/-.**

**Mumbai, May 19, 2015**

Sonata Software, an IT consulting and software services provider, today reported its audited financial results for the quarter and year ended March 31, 2015.

Description	in ₹ Crores							
	For the Quarter ended					For the Year ended		
	31/Mar/15	31/Dec/14	QoQ	31/Mar/14	YoY	31/Mar/15	31/Mar/14	YoY
<b>Revenues</b>								
International IT Services	162.21	156.18	4%	133.93	21%	606.69	483.58	25%
Domestic- Products & Services	234.29	314.27	-25%	206.78	13%	1,092.87	1,084.74	1%
Consolidated	392.65	467.07	-16%	340.71	15%	1,682.13	1,565.97	7%
<b>EBITDA</b>								
International IT Services	39.21	41.03	-4%	27.16	45%	151.30	84.82	78%
Domestic- Products & Services	11.60	11.47 *	1%	8.12	43%	41.28 *	35.15 *	17%
Consolidated	50.33	51.73 *	-3%	35.02	44%	190.73 *	117.48 *	62%
<b>PAT</b>								
International IT Services	27.77	28.90	-4%	18.54	50%	108.39	58.55	85%
Domestic- Products & Services	7.06	6.81	4%	5.03	40%	25.30	19.22	32%
Consolidated	34.83	35.71	-2%	23.57	48%	133.70	77.77	72%

\* Includes "exceptional item" Interest income received of ₹ 1.40 crores during Q3 of FY2014-15; Overall for the year is ₹ 3.1 crores as against ₹ 6.83 crores in FY2013-14 on Income-Tax refunds.

The Company has recorded all time high revenues and profits for the year on both a consolidated basis and also individually in each of two segments it operates in. Both the segments have recorded significant year-on-year [YoY] growth in all its financial parameters.

Speaking on the results Mr. Srikar Reddy, Managing Director & CEO of the Company said "We have sustained our strong services business revenue and consolidated profit growth performance through the year. This has been driven by applying new technologies like omni channel commerce, mobility, analytics to transform our clients business across focus verticals like travel, retail and independent software vendors. This reflects the nature of value addition we have increasingly brought to customers. We have set a good foundation which we are confident of building on further, to be a committed partner of choice for enterprises and software product companies seeking to leverage IT to be ready for a future that is increasingly digitally driven".

**Performance Highlights for the quarter:**



- **Consolidated:**

- Revenues at ₹392 crores : YoY growth of 15%;
- EBIDTA at ₹50 Crores : YoY growth of 44%;
- PAT at ₹35 Crores : YoY growth of 48%;
- EPS for the year of ₹12.71 (Previous year: ₹7.40).
- Cash and equivalents of approximately ₹239 Crores.

- **International IT Services:**

- Revenues at ₹162 crores : YoY growth of 21%;
- EBIDTA at ₹39 Crores : YoY growth of 45%;
- PAT at ₹28 Crores : YoY growth of 50%;
- Addition of 8 new customers.

- **Domestic Products & Services :**

- Revenues at ₹234 crores : YoY growth of 13%;
- EBIDTA at ₹12 Crores : YoY growth of 43%;
- PAT at ₹7 Crores : YoY growth of 40%;

The Company also announced the appointment of Mr Prasanna Oke, as Chief Financial Officer. Prasanna, has over 20 years of experience, across functions like Finance, Operations, Sales & M&A and has been associated with Companies such as ITW Signode, MBL India, Dragoco and Ness Technologies. Prior to joining Sonata, he worked with Globalshiksha.com as the Chief Operating Officer.

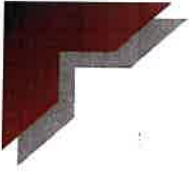
Mr Srikar Reddy, CEO & Managing Director stated that “ having a seasoned professional like Prasanna with deep international experience in the IT services industry in both operations and finance join us will strengthen our management team and give an impetus to our aggressive growth plans”.

Said Mr Prasanna “ I am excited to join Sonata at a juncture of solid growth and transformational strategies and look forward to working with the team in the growth story”.

### **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.





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