



SONATA SOFTWARE LIMITED



13th August, 2018

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

Dear Sirs,

BSE Limited

P.J. Towers, Dalal Street

Mumbai

Kind Attn: Manager, Listing Department

Email Id: listing.centre@bseindia.com

Stock Code - 532221

Sub: OUTCOME OF BOARD MEETING

Ref: DISCLOSURE UNDER REGULATION 30 OF SEBI (LISTING OBLIGATIONS AND DISCLOSURE REQUIREMENTS) REGULATIONS, 2015

With reference to the above, we wish to inform you that the Unaudited Financial Results for the quarter ended 30th June, 2018 were considered and adopted by the Board in the meeting held on 13th August, 2018.

In terms of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby enclose a copy of the Unaudited Financial Results (Standalone and Consolidated) for the quarter ended 30th June, 2018 together with Limited Review Report from our Statutory Auditors. The meeting of the Board of Directors of the Company commenced at 1.00 p.m. and concluded at 2.45 p.m.

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

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 Compliance Officer

**INDEPENDENT AUDITOR'S REVIEW REPORT ON REVIEW OF
INTERIM FINANCIAL RESULTS**

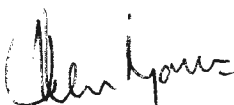
**TO THE BOARD OF DIRECTORS OF
SONATA SOFTWARE LIMITED**

1. We have reviewed the accompanying Statement of Standalone Unaudited Financial Results of **SONATA SOFTWARE LIMITED** ("the Company"), for the Quarter ended June 30, 2018 ("the Statement"), being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as modified by Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016.

This Statement which is the responsibility of the Company's Management and approved by the Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), 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 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 analytical procedures 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 aforesaid Indian Accounting Standards and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as modified by Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016, including the manner in which it is to be disclosed, or that it contains any material misstatement.

For DELOITTE HASKINS & SELLS LLP
Chartered Accountants
(Firm's Registration No. 117366W/W-100018)



Vikas Bagaria
Partner

(Membership No. 60408)

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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(₹ in lakhs, except per share data)

Statement of standalone unaudited financial results for the quarter ended June 30, 2018					
Sl No.	Particulars	Three months ended June 30, 2018	Three months ended March 31, 2018	Corresponding three months ended June 30, 2017	Year ended March 31, 2018
		<i>(Unaudited)</i>	<i>(Refer Note 3)</i>	<i>(Unaudited)</i>	<i>(Audited)</i>
1	Revenue from operations	19,245	17,962	14,944	68,851
2	Other income	452	1,098	1,164	4,196
3	Total Revenue (1 + 2)	19,697	19,060	16,108	73,047
4	Expenses				
	(a) Purchases of Stock-in-trade	1,312	856	632	4,494
	(b) Employee benefits expense	9,205	9,224	8,470	36,412
	(c) Finance costs	1	2	-	17
	(d) Depreciation and amortization expense	136	141	105	500
	(e) Other expenses	3,305	3,185	2,998	11,848
	Total expenses	13,959	13,408	12,205	53,271
5	Profit before exceptional items and tax (3 - 4)	5,738	5,652	3,903	19,776
6	Exceptional Item - Interest income on income tax refund	49	-	49	49
7	Profit before tax (5 + 6)	5,787	5,652	3,952	19,825
8	Tax expense				
	(a) Current tax	1,691	1,547	984	4,959
	(b) Deferred tax	(197)	(247)	(10)	(262)
9	Profit for the period (7 - 8)	4,293	4,352	2,978	15,128
10	Other comprehensive income				
	1 (a) Items that will not be reclassified to profit or (loss)	142	(5)	(39)	(70)
	(b) Income tax relating to items that will not be reclassified to profit or (loss)	(36)	1	10	17
	2 Items that will be reclassified to profit or (loss)				
	(a) Exchange differences in translating the financial statements of foreign operations	(104)	133	50	237
	(b) Exchange differences on forward cover	(532)	(291)	(151)	(635)
	(c) Income tax relating to items that will be reclassified to profit or (loss)	163	39	25	98
	Total	(367)	(123)	(105)	(353)
11	Total Comprehensive Income for the period (9 + 10)	3,926	4,229	2,873	14,775
12	Paid-up equity share capital (Face Value ₹ 1/-)	1,038	1,038	1,037	1,038
13	Other equity	48,105	48,105	45,779	48,105
14	Earnings per equity share (of ₹ 1/- each) :				
	(a) Basic	4.14	4.19	2.87	14.57
	(b) Diluted	4.13	4.19	2.87	14.56
	See accompanying notes to the financial results				

Notes:

- These quarterly standalone unaudited financial results prepared in accordance with Indian Accounting Standards applicable as per Sec 133 of the Companies Act, 2013 for the quarter ended June 30, 2018 have been reviewed by the Audit Committee and approved by the Board of Directors at their respective meetings held on August 13, 2018.
- Effective April 1, 2018 the company adopted Ind AS 115, "Revenue from Contracts with Cutomers" using the cumulative catch-up transition method which is applied to contracts that were not completed as of April 1, 2018. Accordingly, the comparatives have not been retrospectively adjusted. The effect of adoption of Ind AS 115 was insignificant on financial results.
- The figures for the quarter ended March 31, 2018 are balancing figures arrived at based on audited results of the full financial year ended March 31, 2018 and year to date unaudited figures for nine months ended December 31, 2017.
- The Company publishes unaudited standalone financial results along with unaudited consolidated financial results in accordance with Ind AS 108 Operating Segments, the Company has disclosed the segment information in the unaudited consolidated financial results. Accordingly the segment information is given in the unaudited consolidated financial results of Sonata Software Limited and its subsidiaries for the quarter ended June 30, 2018.
- Previous period figures have been regrouped/reclassified wherever necessary to confirm to current period classification.

Place : Mumbai
Date : August 13, 2018



FOR AND ON BEHALF OF THE BOARD OF DIRECTORS


P SRIKAR REDDY
 MANAGING DIRECTOR
 & CHIEF EXECUTIVE OFFICER

**INDEPENDENT AUDITOR'S REVIEW REPORT ON REVIEW OF INTERIM
FINANCIAL RESULTS**

**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 Parent") and its subsidiaries (the Parent and its subsidiaries together referred to as "the Group"), for the Quarter ended June 30, 2018 ("the Statement") being submitted by the Parent pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as modified by Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016.

This Statement, which is the responsibility of the Parent's Management and approved by the Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), 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 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 Parent's personnel and analytical procedures 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. The Statement includes the results of the Parent and subsidiaries as given in the Annexure to this report.
4. Based on our review conducted as stated above and based on the consideration of the review report of other auditor referred to in paragraph 5 below, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the aforesaid Indian Accounting Standards and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as modified by Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016, including the manner in which it is to be disclosed, or that it contains any material misstatement.

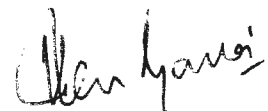
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**Deloitte
Haskins & Sells LLP**

5. We did not review the interim financial results of a subsidiary included in the consolidated unaudited financial results, whose interim financial results reflect total revenues of Rs. 138.61 Lakhs for the Quarter ended June 30, 2018, and total profit after tax of Rs. 21.13 Lakhs and Total comprehensive income of Rs. 18.61 Lakhs for the Quarter ended June 30, 2018, as considered in the consolidated unaudited financial results. This interim financial result has been reviewed by other auditor whose report 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 this subsidiary, is based solely on the reports of the other auditor.

Our report on the Statement is not modified in respect of this matter.

For DELOITTE HASKINS & SELLS LLP
Chartered Accountants
(Firm's Registration No. 117366W/W-100018)



Vikas Bagaria
Partner
(Membership No. 60408)

MUMBAI, August 13, 2018

Annexure to the Auditor's Report

List of Subsidiaries:

1. Sonata Information Technology Limited
2. Sonata Software North America Inc.
3. Rezopia Inc.
4. Halosys Technologies Inc.
5. Interactive Buniess Information Systems Inc.
6. Sonata Software GmbH
7. Sonata Software FZ-LLC, Dubai
8. Sonata Europe Limited
9. Sonata (Qatar) LLC, Qatar



SONATA SOFTWARE LIMITED

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(₹ in lakhs except per share data)

Statement of consolidated unaudited financial results for the quarter ended June 30, 2018

Sl No.	Particulars	Three months ended	Three months ended	Corresponding three	Year ended
		June 30, 2018	March 31, 2018	months ended	March 31,
		(Unaudited)	(Refer Note 3)	(Unaudited)	(Audited)
				June 30, 2017	2018
1	Revenue from operations	68,832	62,580	63,453	245,394
2	Other income	785	1,188	1,584	4,545
3	Total Income (1 + 2)	69,617	63,768	65,037	249,939
4	Expenses				
	(a) Purchase of Stock-in-Trade	41,906	37,397	41,165	148,807
	(b) Changes in inventories of Stock-in-Trade	-	3	(197)	-
	(c) Employee benefits expense	13,205	12,875	12,174	51,374
	(d) Finance costs	67	98	169	481
	(e) Depreciation and amortisation expense	290	298	304	1,241
	(f) Other expenses	6,386	5,951	5,544	22,114
	Total expenses	61,854	56,622	59,159	224,017
5	Profit before exceptional items and tax (3 - 4)	7,763	7,146	5,878	25,922
6	Exceptional item				
	- Interest income on income tax refund	186	-	94	115
7	Profit before tax (5 + 6)	7,949	7,146	5,972	26,037
8	Tax expense				
	(a) Current tax	2,522	1,976	1,708	7,125
	(b) Deferred tax	(314)	(258)	(53)	(301)
9	Profit for the period (7 - 8)	5,741	5,428	4,317	19,213
10	Other comprehensive income				
	1 (a) Items that will not be reclassified to profit or (loss)	151	(3)	(48)	(99)
	(b) Income tax relating to items that will not be reclassified to profit or loss	(42)	1	12	24
	2 Items that will be reclassified to profit or (loss)				
	(a) Exchange differences in translating the financial statements of foreign operations	(707)	80	21	247
	(b) Exchange differences on forward cover	(637)	(244)	(151)	(581)
	(c) Exchange differences on Goodwill reinstatement	397	156	(32)	39
	(d) Income tax relating to items that will be reclassified to profit or loss	263	2	40	72
	Total	(575)	(8)	(158)	(298)
11	Total Comprehensive Income for the period (9 + 10)	5,166	5,420	4,159	18,915
	Of the Total Comprehensive Income above, total comprehensive income attributable to:				
	Owners of the parent	5,190	5,476	4,146	18,955
	Non - controlling interest	(24)	(56)	13	(40)
		5,166	5,420	4,159	18,915
	Of the Total Comprehensive Income above, Profit for the period attributable to:				
	Owners of the parent	5,765	5,484	4,304	19,253
	Non - controlling interest	(24)	(56)	13	(40)
		5,741	5,428	4,317	19,213
	Of the Total Comprehensive Income above, Other Comprehensive Income for the period attributable to:				
	Owners of the parent	(575)	(8)	(158)	(297)
	Non - controlling interest	-	-	-	-
		(575)	(8)	(158)	(297)
12	Paid-up equity share capital (Face Value ₹ 1/-)	1,038	1,038	1,037	1,038
13	Other equity	64,293	64,293	58,003	64,293
14	Earnings per equity share (of ₹ 1/- each) :				
	(1) Basic	5.55	5.28	4.15	18.54
	(2) Diluted	5.55	5.28	4.15	18.54
	See accompanying notes to the Consolidated financial results				



Notes:

- 1 These quarterly consolidated unaudited financial results prepared in accordance with Indian Accounting Standards applicable as per Sec 133 of the Companies Act, 2013 for the quarter ended June 30, 2018 have been reviewed by the Audit Committee and approved by the Board of Directors at their respective meetings held on August 13, 2018.
- 2 Consolidated unaudited financial results include subsidiaries i.e, Sonata Information Technology Limited, Sonata Software North America Inc., Rezopia, Inc., Halosys Technologies Inc., Interactive Business Information Systems, Inc. (IBIS), Sonata Software GmbH, Sonata Europe Limited, Sonata Software FZ-LLC and Sonata Software (Qatar) LLC.
- 3 The figures for the quarter ended March 31, 2018 are balancing figures arrived at based on audited results of the full financial year ended March 31, 2018 and year to date unaudited figures for nine months ended December 31, 2017.
- 4 Effective April 1, 2018 the company adopted Ind AS 115, "Revenue from Contracts with Cutomers" using the cumulative catch-up transition method which is applied to contracts that were not completed as of April 1,2018. Accordingly , the comparitives have not been retrospectively adjusted. The effect of adoption of Ind AS 115 was insignificant on financial results.
- 5 The consolidated segment wise revenue, results and capital employed for the three months ended June 30, 2018 are as follows :

Particulars	(₹ in lakhs)			
	Three months ended June 30, 2018	Three months ended March 31, 2018	Corresponding three months ended June 30, 2017	Year ended March 31, 2018
	(Unaudited)	(Refer Note 3)	(Unaudited)	(Unaudited)
1. Segment revenue				
a. India	42,544	37,877	43,423	148,943
b. Other than India	26,877	25,165	20,514	98,608
Total	69,421	63,042	63,937	247,551
Less : Inter segment revenue	(589)	(462)	(484)	(2,157)
Revenue from operations	68,832	62,580	63,453	245,394
2. Segment results				
Profit before tax and interest				
a. India	936	1,111	1,429	3,978
b. Other than India	6,504	5,636	4,182	20,819
Total	7,440	6,747	5,611	24,797
Less: Finance costs	(67)	(98)	(169)	(481)
Add: Unallocable income net of unallocable expenditure	390	497	436	1,606
3. Profit before tax and exceptional item	7,763	7,146	5,878	25,922
Exceptional item				
- Interest Income on income tax refund	186	-	94	115
4. Profit before tax	7,949	7,146	5,972	26,037
	As at June 30, 2018	As at March 31, 2018	As at June 30, 2017	
5. Segment assets				
a. India	51,142	46,887	43,439	
b. Other than India	73,913	61,311	67,458	
c. Unallocable	10,549	15,158	8,876	
Total Assets	135,604	123,356	119,773	
6. Segment liabilities				
a. India	44,304	38,674	39,086	
b. Other than India	16,716	11,980	13,084	
c. Unallocable	3,019	7,376	5,044	
Total Liabilities	64,039	58,030	57,214	

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

Place : Mumbai
Date : August 13, 2018



FOR AND ON BEHALF OF THE BOARD OF DIRECTORS

P SRIKAR REDDY
MANAGING DIRECTOR
& CHIEF EXECUTIVE OFFICER



Sonata Software – International Services Q1 FY19 Revenues at ₹257.1 Crores YOY growth of 22% and PAT at ₹47.2 Crores YOY growth of 37%

Mumbai, August 13, 2018

Sonata Software, a global technology solutions company, today reported its unaudited financial results for its 1st quarter ended June 30, 2018.

Description	For the Quarter ended				YoY
	30/Jun/18	31/Mar/18	QoQ	30/Jun/17	
<i>in ₹ Crores</i>					
Revenues					
International IT Services	257.1	241.8	6%	211.3	22%
Domestic- Products & Services	437.1	388.7	12%	428.1	2%
Consolidated	688.3	625.8	10%	634.5	8%
EBITDA					
International IT Services	66.7	59.8	12%	49.8	34%
Domestic- Products & Services	16.7	15.8	6%	15.1	10%
Consolidated	83.1	75.4	10%	64.5	29%
PAT					
International IT Services	47.2	45.1	5%	34.5	37%
Domestic- Products & Services	10.4	9.7	7%	8.6	21%
Consolidated	57.6	54.8	5%	43.0	34%

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

“Keeping up the momentum that the strategy of implementing our proprietary Platformation™ methodology for digital transformation has brought about in terms of growth we are pleased with the progress that we have made in the first quarter of this year. As we continue with sustained efforts on our journey of digital transformation, we have been able of acquire new customers and strengthen our relations with our partners and clients alike. We believe that our continued Platformation focus and Building of new technology capabilities like RPA, AI ,ML, IOT, Block Chain, Cyber Security and our core digital platforms like Brick and Click Retail, Rezopia Travel, Modern Distribution, Halosys Mobility and Kartopia Ecommerce coupled with the Design Thinking approach, will continue to differentiate us in the market.”



Performance Highlights for the quarter:

- **Consolidated:**

- Revenues at ₹688 Crores : growth of 10% QoQ;
- EBIDTA at ₹83 Crores : growth of 10% QoQ;
- PAT at ₹58 Crores : growth of 5% QoQ;
- Cash and equivalents of approximately ₹522 Crores (net of borrowings).

- **International IT Services:**

- Revenues at ₹257 crores : growth of 6% QoQ;
- EBIDTA at ₹67 Crores : growth of 12% QoQ;
- PAT at ₹47 Crores : growth of 5% QoQ;
- Addition of 8 new customers.

- **Domestic Products & Services :**

- Revenues at ₹437 crores : growth of 12% QoQ;
- EBIDTA at ₹17 Crores : growth of 6% QoQ;
- PAT at ₹10 Crores : growth of 7% QoQ;

About Sonata Software

Sonata is a global technology company that enables successful platform based digital transformation initiatives for enterprises, to create businesses that are connected, open, Intelligent and scalable. Sonata's Platformation™ methodology brings together industry expertise, platform technology excellence, design thinking led innovation and strategic engagement models to deliver sustained long term value to customers. A trusted partner of world leaders in the Retail, Distribution, Travel and Software industries, Sonata's solution portfolio includes its own digital platform such as Brick & Click Retail Platform®, Modern Distribution Platform®, Rezopia Digital Travel Platform®, RAPID DevOps Platform® and Halosys Mobility Platform®, best in class capabilities on ISV digital technology platforms such as Microsoft Dynamics 365, Microsoft Azure, SAP Hybris, Cloud Engineering and Managed Services, as well as new digital applications like IoT, Artificial Intelligence, Machine Learning, Robotic Process Automation, Chatbots, Block Chain and Cyber Security. Sonata's people and systems are nurtured to bring together the depth of thought leadership, customer commitment and execution excellence to make a difference to business with technology.

For further information, please contact:

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