



SONATA SOFTWARE LIMITED



**CMMIDEV/5**<sup>SM</sup>  
Exp. 2017-04-16 / Appraisal #22067

3<sup>rd</sup> February, 2017

National Stock Exchange of India Limited  
Exchange Plaza, Bandra Kurla Complex,  
Mumbai  
Kind Attn: Manager, Listing Department  
Email Id: [neaps@nse.co.in](mailto: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](mailto:listing.centre@bseindia.com)  
Stock Code - 532221

Dear Sirs,

**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 and nine months ended 31<sup>st</sup> December, 2016 were considered and adopted by the Board in the meeting held on 3<sup>rd</sup> February, 2017.

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 and nine months ended 31<sup>st</sup> December, 2016 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 3.15 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](http://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

## 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 and Nine months ended December 31, 2016 ("the Statement"), being submitted by the 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 Company's Management and approved by the Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Accounting Standard for Interim Financial Reporting (AS 25), 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 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, including the manner in which it is to be disclosed, or that it contains any material misstatement.

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



**V. Srikumar**  
Partner  
(Membership No. 84494)

**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)

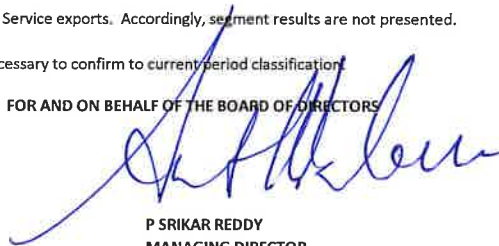
**Statement of standalone unaudited financial results for the quarter and nine months ended December 31, 2016**

Sl No.	Particulars	Three months ended December 31, 2016	Preceding three months ended September 30, 2016	Corresponding three months ended December 31, 2015	Nine months ended December 31, 2016	Corresponding Nine months ended December 31, 2015	Year ended March 31, 2016
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
<b>1</b>	<b>Income from operations</b>						
	(a) Net sales/income from operations	14,859.51	15,377.86	12,455.64	44,145.70	36,078.35	50,433.14
	(b) Other operating income	45.63	35.33	9.70	113.62	27.51	47.27
	<b>Total income from operations (net)</b>	<b>14,905.14</b>	<b>15,413.19</b>	<b>12,465.34</b>	<b>44,259.32</b>	<b>36,105.86</b>	<b>50,480.41</b>
<b>2</b>	<b>Expenses</b>						
	(a) Purchase of stock-in-trade	365.99	1,417.41	-	2,133.79	142.87	142.87
	(b) Employee benefits expense	7,935.30	7,659.98	7,042.85	23,047.79	21,553.25	28,642.48
	(c) Depreciation and amortisation expense	115.78	112.27	104.61	335.31	297.78	436.81
	(d) Other expenses	2,618.49	2,586.09	2,177.55	7,727.24	6,485.35	8,896.90
	(e) Net exchange loss/(gain)	(522.67)	(388.14)	(203.36)	(1,590.61)	(897.94)	(956.64)
	<b>Total expenses</b>	<b>10,512.89</b>	<b>11,387.61</b>	<b>9,121.65</b>	<b>31,653.52</b>	<b>27,581.31</b>	<b>37,162.42</b>
<b>3</b>	<b>Profit from operations before other income, finance costs and exceptional item (1-2)</b>	<b>4,392.25</b>	<b>4,025.58</b>	<b>3,343.69</b>	<b>12,605.80</b>	<b>8,524.55</b>	<b>13,317.99</b>
<b>4</b>	<b>Other income</b>	<b>635.95</b>	<b>483.96</b>	<b>748.10</b>	<b>1,568.44</b>	<b>1,933.23</b>	<b>2,936.91</b>
<b>5</b>	<b>Profit from ordinary activities before finance costs and exceptional item (3+4)</b>	<b>5,028.20</b>	<b>4,509.54</b>	<b>4,091.79</b>	<b>14,174.24</b>	<b>10,457.78</b>	<b>16,254.90</b>
<b>6</b>	<b>Finance costs</b>	<b>82.99</b>	<b>15.01</b>	<b>115.52</b>	<b>383.26</b>	<b>292.54</b>	<b>390.62</b>
<b>7</b>	<b>Profit from ordinary activities after finance costs but before exceptional item (5-6)</b>	<b>4,945.21</b>	<b>4,494.53</b>	<b>3,976.27</b>	<b>13,790.98</b>	<b>10,165.24</b>	<b>15,864.28</b>
<b>8</b>	<b>Exceptional item</b>						
	Interest income on income tax refund	-	-	-	97.45	-	-
<b>9</b>	<b>Profit from ordinary activities before tax (7-8)</b>	<b>4,945.21</b>	<b>4,494.53</b>	<b>3,976.27</b>	<b>13,888.43</b>	<b>10,165.24</b>	<b>15,864.28</b>
<b>10</b>	<b>Tax expense</b>	<b>1,227.23</b>	<b>1,183.14</b>	<b>1,009.53</b>	<b>5,361.74</b>	<b>2,591.60</b>	<b>4,119.83</b>
<b>11</b>	<b>Net profit from ordinary activities after tax (9-10)</b>	<b>3,717.96</b>	<b>3,311.39</b>	<b>2,966.74</b>	<b>10,506.69</b>	<b>7,573.64</b>	<b>11,744.45</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>1,051.59</b>
<b>13</b>	<b>Reserve excluding revaluation reserves as per balance sheet of previous accounting year</b>						<b>34,983.74</b>
<b>14</b>	<b>Earnings per share (of ₹ 1/- each) (not annualised):</b>						
	Basic and Diluted	3.54	3.15	2.82	9.99	7.20	11.17*
	*Annualised						
	See accompanying notes to the financial results						

**Notes:**

- The above standalone unaudited financial results of the Company have been prepared in accordance with the measurement and recognition principles laid down in Accounting Standard 25 "Interim Financial Reporting" (AS - 25) prescribed under Section 133 of the Companies Act, 2013 and has been reviewed by the Audit Committee and approved by the Board of Directors at their meeting held on February 03, 2017.
- The Company operates in a single Segment viz. International Software Service exports. Accordingly, segment results are not presented.
- Previous period figures have been regrouped/reclassified wherever necessary to confirm to current period classification.

FOR AND ON BEHALF OF THE BOARD OF DIRECTORS



P SRIKAR REDDY  
MANAGING DIRECTOR  
& CHIEF EXECUTIVE OFFICER

Place : Bengaluru

Date : 03rd February, 2017



## 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 Holding Company") and its subsidiaries (the Holding Company and its subsidiaries together referred to as "the Group"), for the Quarter and Nine months ended December 31, 2016 ("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 prepared in accordance with the recognition and measurement principles laid down in Accounting Standard for Interim Financial Reporting (AS 25), 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 Holding 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(i). The Statement includes the results of the following subsidiaries:
  - a. Sonata Information Technology Limited
  - b. Sonata Software North America Inc.
  - c. Sonata Software GmbH
  - d. Sonata Europe Limited
  - e. Sonata Software FZ- LLC
  - f. Sonata Software (Qatar) LLC
  - g. Rezopia Inc.
  - h. Halosys Technologies Inc. and
  - i. Interactive Business Information System Inc.
- 3(ii). We did not review the interim financial information of a subsidiary whose interim financial information reflect total assets of ₹ 209.24 lakhs as at December 31, 2016, total revenues of ₹ 58.88 lakhs and ₹ 117.34 lakhs for the Quarter and Nine months ended December 31, 2016 and total profit after tax of ₹ 0.24 lakhs and ₹ 5.61 lakhs for the Quarter and Nine months

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ended December 31, 2016, as considered in the consolidated unaudited financial results. This interim financial information have been reviewed by other auditor whose report has 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 report of the other auditor.

4. Based on our review conducted as stated above and based on the consideration of the report of the other auditor referred to in paragraph 3(ii) above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the aforesaid 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, including the manner in which it is to be disclosed, or that it contains any material misstatement.

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



**V. Srikumar**  
Partner  
(Membership No. 84494)

**Bengaluru**, February 3, 2017  
VS/TSV/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  
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www.sonata-software.com, Tel : +91-080-67781999 Fax : +91-080-26601387 investor@sonata-software.com

Part I		Statement of consolidated unaudited financial results for the quarter and nine months ended December 31, 2016						(₹ in lakhs)
Sl No.	Particulars	Three months ended December 31, 2016	Preceding three months ended September 30, 2016	Corresponding three months ended December 31, 2015	Nine months ended December 31, 2016	Corresponding Nine months ended December 31, 2015	Year ended March 31, 2016	
		<i>Unaudited</i>	<i>Unaudited</i>	<i>Unaudited</i>	<i>Unaudited</i>	<i>Unaudited</i>	<i>Audited</i>	
<b>1</b>	<b>Income from operations</b>							
	(a) Net sales/income from operations	61,175.29	52,169.94	52,155.99	181,046.23	139,808.01	193,851.93	
	(b) Other operating income	81.51	75.58	41.90	234.99	147.63	198.21	
	<b>Total income from operations (net)</b>	<b>61,256.80</b>	<b>52,245.52</b>	<b>52,197.89</b>	<b>181,281.22</b>	<b>139,955.64</b>	<b>194,050.14</b>	
<b>2</b>	<b>Expenses</b>							
	(a) Purchase of stock-in-trade	39,326.61	29,488.68	33,562.58	116,843.52	84,645.40	116,266.65	
	(b) Changes in inventories of stock-in-trade	(455.09)	1,188.23	(1,596.85)	(858.72)	(1,932.91)	(267.59)	
	(c) Employee benefits expense	11,700.11	11,272.98	10,152.85	34,110.06	29,946.19	40,978.37	
	(d) Depreciation and amortisation expense	229.29	216.40	152.37	644.82	397.87	616.25	
	(e) Other expenses	5,327.45	5,233.69	4,423.57	16,372.47	12,721.77	17,883.11	
	(f) Net exchange loss/(gain)	(340.21)	(418.97)	41.36	(1,123.76)	(1,075.42)	(1,464.63)	
	<b>Total expenses</b>	<b>55,788.16</b>	<b>46,981.01</b>	<b>46,735.88</b>	<b>165,988.39</b>	<b>124,702.90</b>	<b>174,012.16</b>	
<b>3</b>	<b>Profit from operations before other income, finance costs and exceptional item (1-2)</b>	<b>5,468.64</b>	<b>5,264.51</b>	<b>5,462.01</b>	<b>15,292.83</b>	<b>15,252.74</b>	<b>20,037.98</b>	
<b>4</b>	<b>Other income</b>	<b>520.74</b>	<b>414.26</b>	<b>701.01</b>	<b>1,813.22</b>	<b>1,881.17</b>	<b>2,913.58</b>	
<b>5</b>	<b>Profit from ordinary activities before finance costs and exceptional item (3+4)</b>	<b>5,989.38</b>	<b>5,678.77</b>	<b>6,163.02</b>	<b>17,106.05</b>	<b>17,133.91</b>	<b>22,951.56</b>	
<b>6</b>	<b>Finance costs</b>	<b>237.00</b>	<b>134.18</b>	<b>222.11</b>	<b>794.84</b>	<b>549.97</b>	<b>794.95</b>	
<b>7</b>	<b>Profit from ordinary activities after finance costs but before exceptional item (5-6)</b>	<b>5,752.38</b>	<b>5,544.59</b>	<b>5,940.91</b>	<b>16,311.21</b>	<b>16,583.94</b>	<b>22,156.61</b>	
<b>8</b>	<b>Exceptional item</b>							
	Interest income on income tax refund	-	-	-	208.54	368.04	368.04	
<b>9</b>	<b>Profit from ordinary activities before tax (7-8)</b>	<b>5,752.38</b>	<b>5,544.59</b>	<b>5,940.91</b>	<b>16,519.75</b>	<b>16,951.98</b>	<b>22,524.65</b>	
<b>10</b>	<b>Tax expense</b>	<b>1,887.03</b>	<b>1,762.72</b>	<b>1,918.03</b>	<b>5,189.83</b>	<b>5,175.93</b>	<b>6,665.55</b>	
<b>11</b>	<b>Net profit from ordinary activities after tax (9-10)</b>	<b>3,865.35</b>	<b>3,781.87</b>	<b>4,022.88</b>	<b>11,329.92</b>	<b>11,776.05</b>	<b>15,859.10</b>	
<b>12</b>	<b>Minority interest</b>	-	-	-	-	-	-	
<b>13</b>	<b>Net profit after taxes and minority interest (11-12)</b>	<b>3,865.35</b>	<b>3,781.87</b>	<b>4,022.88</b>	<b>11,329.92</b>	<b>11,776.05</b>	<b>15,859.10</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>1,051.59</b>	
<b>15</b>	<b>Reserve excluding revaluation reserves as per balance sheet of previous accounting year</b>						<b>46,047.65</b>	
<b>16</b>	<b>Earnings per share (of ₹ 1/- each) (not annualised):</b>							
	Basic and Diluted	3.68	3.60	3.83	10.77	11.20	15.08*	
	*Annualised							
	See accompanying notes to the Consolidated financial results							



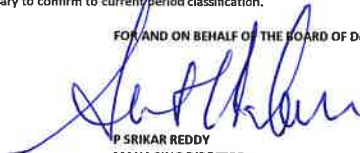
## Notes :

- The above consolidated unaudited financial results of the Group have been prepared in accordance with the measurement and recognition principles laid down in Accounting Standard 25 "Interim Financial Reporting" (AS - 25) prescribed under Section 133 of the Companies Act, 2013 and has been reviewed by the Audit Committee and approved by the Board of Directors at their meeting held on February 03, 2017.
- Consolidated unaudited 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) L.L.C. The figures for current quarter are inclusive of Halosys Technologies Inc. and Interactive Business Information Systems, Inc. (IBIS) and hence figures of the current period are not comparable with corresponding three months and nine months ended December 31, 2015 respectively.
- The consolidated segment wise revenue and results for the quarter and nine months ended December 31, 2016 are as follows :

Particulars	(₹ in lakhs)					
	Three months ended December 31, 2016	Preceding three months ended September 30, 2016	Corresponding three months ended December 31, 2015	Nine months ended December 31, 2016	Corresponding Nine months ended December 31, 2015	Year ended March 31, 2016
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
<b>1. Segment revenue</b>						
a. India	41,777.81	32,901.37	35,249.42	124,811.11	92,591.78	129,558.46
b. Other than India	20,105.58	19,753.74	17,279.20	58,226.69	48,638.98	66,137.57
<b>Total</b>	<b>61,883.39</b>	<b>52,655.11</b>	<b>52,528.62</b>	<b>183,037.80</b>	<b>141,230.76</b>	<b>195,696.03</b>
Less : Inter segment revenue	626.59	409.59	330.73	1,756.58	1,275.12	1,645.89
<b>Net sales/income from operations</b>	<b>61,256.80</b>	<b>52,245.52</b>	<b>52,197.89</b>	<b>181,281.22</b>	<b>139,955.64</b>	<b>194,050.14</b>
<b>2. Segment results</b>						
Profit before tax and interest						
a. India	1,597.03	1,685.97	1,742.56	5,055.40	4,587.96	6,407.53
b. Other than India	3,871.61	3,578.54	3,719.45	10,237.43	10,664.78	13,630.45
<b>Total</b>	<b>5,468.64</b>	<b>5,264.51</b>	<b>5,462.01</b>	<b>15,292.83</b>	<b>15,252.74</b>	<b>20,037.98</b>
Less: Finance costs	237.00	134.18	222.11	794.84	549.97	794.95
<b>Unallocable income net of unallocable expenditure</b>	<b>520.74</b>	<b>414.26</b>	<b>701.02</b>	<b>1,813.22</b>	<b>1,881.17</b>	<b>2,913.58</b>
<b>3. Profit before tax and exceptional item</b>	<b>5,752.38</b>	<b>5,544.59</b>	<b>5,940.91</b>	<b>16,311.21</b>	<b>16,583.94</b>	<b>22,156.61</b>
Exceptional item						
Interest income on income tax refund	-	-	-	208.54	368.04	368.04
<b>Profit before tax and minority interest</b>	<b>5,752.38</b>	<b>5,544.59</b>	<b>5,940.91</b>	<b>16,519.75</b>	<b>16,951.98</b>	<b>22,524.65</b>
<b>4. Segment assets</b>						
a. India	52,792.46	47,398.68	41,454.36	52,792.46	41,454.36	34,480.39
b. Other than India	37,916.38	39,099.03	42,118.91	37,916.38	42,118.91	43,325.39
c. Unallocable	20,984.04	21,425.28	22,484.68	20,984.04	22,484.68	21,382.77
<b>Total Assets</b>	<b>111,692.88</b>	<b>107,922.99</b>	<b>106,057.95</b>	<b>111,692.88</b>	<b>106,057.95</b>	<b>99,188.55</b>
<b>5. Segment liabilities</b>						
a. India	38,800.47	25,919.25	29,962.89	38,800.47	29,962.89	23,134.09
b. Other than India	9,364.89	9,745.56	10,825.61	9,364.89	10,825.61	9,897.48
c. Unallocable	9,834.28	17,741.12	15,526.95	9,834.28	15,526.95	19,057.74
<b>Total Liabilities</b>	<b>57,999.64</b>	<b>53,405.93</b>	<b>56,315.45</b>	<b>57,999.64</b>	<b>56,315.45</b>	<b>52,089.31</b>

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

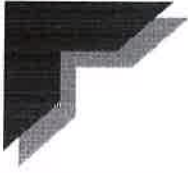
FOR AND ON BEHALF OF THE BOARD OF DIRECTORS



P SRIKANTH REDDY  
MANAGING DIRECTOR  
& CHIEF EXECUTIVE OFFICER

Place : Bengaluru  
Date : 03rd February, 2017





## Sonata Software - Consolidated Q3 FY17 International Services Revenues at ₹206 Crores growth of 14% YoY

Bengaluru, February 03, 2017

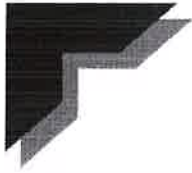
Sonata Software, a global IT services and technology solutions company, today reported its unaudited financial results for its 3<sup>rd</sup> quarter ended 31<sup>st</sup> December, 2016.

Description	in ₹ Crores							
	For the Quarter ended					For the nine months ended		
	31-Dec-16	30-Sep-16	31-Dec-15	QoQ	YoY	31-Dec-16	31-Dec-15	YoY
<b>Revenues</b>								
International IT Services	206.5	209.1	181.5	-1%	14%	611.4	517.8	18%
Domestic- Products & Services	415.7	317.4	343.8	31%	21%	1,222.4	894.5	37%
Consolidated	612.6	522.5	522.0	17%	17%	1,812.8	1,399.6	30%
<b>EBITDA</b>								
International IT Services	48.0	45.5	49.3	6%	-3%	135.1	136.8	-1%
Domestic- Products & Services *	14.9	14.2	15.0	5%	-1%	44.3	43.5	2%
Consolidated *	62.2	59.0	63.15	5%	-2%	177.5	177.7	0%
<b>PAT</b>								
International IT Services	30.5	29.6	31.6	3%	-4%	88.1	92.4	-5%
Domestic- Products & Services	8.2	8.2	8.6	0%	-5%	25.2	25.4	0%
Consolidated	38.7	37.8	40.2	2%	-4%	113.3	117.8	-4%
*Includes "exceptional Item" Interest income received on Income-Tax refund of ₹2.09 crores in Q1 FY2016-17 (of which ₹1.11 crore relates to Domestic and balance ₹0.97 crore relates to International) and ₹3.68 crores for 9 months in FY2015-16 (relating to Domestic)								

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

“Revenues continued to grow driven by growth in existing clients and acquisition of new clients. It is a reflection of our strategy forward on key vertical offerings and digital platformation strategy based on IP and differentiated services. “





### Performance Highlights for the quarter:

- **Consolidated:**

- Revenues at ₹613 Crores: growth of 17% QoQ;
- EBIDTA at ₹62 Crores: growth of 5% QoQ;
- PAT at ₹39 Crores : growth of 2% QoQ;
- Cash and equivalents of approximately ₹198 Crores (net of borrowings).

- **International IT Services:**

- Revenues at ₹206 crores : decline of 1% QoQ;
- EBIDTA at ₹48 Crores: growth of 6% QoQ;
- PAT at ₹30 Crores : growth of 3% QoQ;

- **Domestic Products& Services :**

- Revenues at ₹416 crores: growth of 31% QoQ;
- EBIDTA at ₹15 Crores: growth of 5% QoQ;
- PAT at ₹8 Crores;

### About Sonata Software

Sonata Software is a global IT solutions firm focused on catalysing business transformation initiatives of its clients through deep domain knowledge, technology expertise and customer commitment. The company delivers strategic technology solutions for Travel, Retail & Distribution and Software Product companies to drive enhanced customer engagement, operations efficiency and return on IT investments. Sonata brings its own proprietary platforms, products and services in digital technology areas such as Omni-channel commerce, Mobility, Analytics, Cloud and ERP to enable speed and reliability of IT led innovation. 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 to those who want to make an impact on their businesses, with IT.

### For further information, please contact:

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