

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

Part I						(' In lakhs)
Standalone - Audited Financial Results for the Year Ended March 31, 2014						
Sr #	Particulars	Three months ended March 31, 2014	Preceding three months ended December 31, 2013	Corresponding three months ended March 31, 2013	Year ended March 31, 2014	Year to date figures for Previous Year ended March 31, 2013
		Audited (Refer Note 3)	Unaudited	Audited (Refer Note 3)	Audited	Audited
1	Income from operations					
	(a) Net sales/income from operations	9,392.22	8,953.18	6,163.90	33,282.78	23,162.28
	(b) Other operating income	31.31	25.08	10.36	87.67	113.70
	Total income from operations (net)	9,423.53	8,978.26	6,174.26	33,370.45	23,275.98
2	Expenses					
	(a) Employee benefits expense	5,346.90	4,473.85	3,332.78	18,627.21	13,611.08
	(b) Depreciation and amortisation expense	130.13	191.21	230.50	739.22	972.16
	(c) Other expenses	1,710.74	1,949.81	1,214.45	7,803.39	5,581.77
	(d) Net exchange loss	223.89	408.98	473.77	1,038.60	1,808.14
	Total expenses	7,411.66	7,023.85	5,251.50	28,208.42	21,973.15
3	Profit from operations before other income, finance costs and exceptional items	2,011.87	1,954.41	922.76	5,162.03	1,302.83
4	Other income	784.99	501.91	194.50	1,739.06	1,071.86
5	Profit from ordinary activities before finance costs and exceptional items	2,796.86	2,456.32	1,117.26	6,901.09	2,374.69
6	Finance costs	0.13	1.16	4.52	16.64	5.30
7	Profit from ordinary activities after finance costs but before exceptional items	2,796.73	2,455.16	1,112.74	6,884.45	2,369.39
8	Exceptional items	-	-	-	-	-
9	Profit / (Loss) from ordinary activities before tax	2,796.73	2,455.16	1,112.74	6,884.45	2,369.39
10	Tax expense	614.28	487.00	238.94	1,500.25	793.40
11	Net Profit / (Loss) from ordinary activities after tax	2,182.45	1,968.16	873.80	5,384.20	1,575.99
12	Extraordinary items (net of tax expenses)	-	-	-	-	-
13	Net Profit / (Loss) for the period	2,182.45	1,968.16	873.80	5,384.20	1,575.99
14	Share of profit / (loss) of associates	-	-	-	-	-
15	Minority interest	-	-	-	-	-
16	Net Profit / (Loss) for the period	2,182.45	1,968.16	873.80	5,384.20	1,575.99
17	Paid-up equity share capital (Face Value ` 1/-)	1,051.59	1,051.59	1,051.59	1,051.59	1,051.59
18	Reserve excluding Revaluation Reserves as per balance sheet of previous accounting year				30,879.94	29,920.08
19 (i)	Earnings per share (before extraordinary items) (of ` 1/- each) (not annualised):					
	(a) Basic	2.08	1.87	0.83	5.12	1.50
	(b) Diluted	2.08	1.87	0.83	5.12	1.50
19(ii)	Earnings per share (after extraordinary items) (of ` 1/- each) (not annualised):					
	(a) Basic	2.08	1.87	0.83	5.12	1.50
	(b) Diluted	2.08	1.87	0.83	5.12	1.50

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Part II						
Select Information - for the Year Ended March 31, 2014						
Sr #	Particulars	Three months ended March 31, 2014	Preceding three months ended December 31, 2013	Corresponding three months ended March 31, 2013	Year ended March 31, 2014	Year ended March 31, 2013
A	PARTICULARS OF SHAREHOLDING					
1	Public Shareholding					
	- Number of shares	70,674,145	70,674,145	70,672,805	70,674,145	70,672,805
	- Percentage of shareholding	67.21%	67.21%	67.21%	67.21%	67.21%
2	Promoters and Promoter Group Shareholding					
a)	Pledged / Encumbered					
	- Number of shares	1,875,000	1,875,000	3,198,614	1,875,000	3,198,614
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	5.44%	5.44%	9.27%	5.44%	9.27%
	- Percentage of shares (as a % of the total share capital of the company)	1.78%	1.78%	3.04%	1.78%	3.04%
b)	Non - encumbered					
	- Number of shares	32,610,161	32,610,161	31,287,887	32,610,161	31,287,887
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	94.56%	94.56%	90.73%	94.56%	90.73%
	- Percentage of shares (as a % of the total share capital of the company)	31.01%	31.01%	29.75%	31.01%	29.75%

Particulars	Quarter ended March 31, 2014
B INVESTOR COMPLAINTS	
Pending at the beginning of the quarter	-
Received during the quarter	24
Disposed of during the quarter	24
Remaining unresolved at the end of the quarter	-

Notes:

1. The Standalone statement of assets and liabilities for the year ended 31st March, 2014 as required under Clause 41 of the Listing Agreement

Sr #	Particulars	As at 31/03/2014 (Audited)	As at 31/03/2013 (Audited)
A	EQUITY AND LIABILITIES		
1	Shareholders' funds		
	(a) Share capital	1,051.59	1,051.59
	(b) Reserves and surplus	30,879.94	29,920.08
	Sub total - Shareholders' funds	31,931.53	30,971.67
2	Non-current liabilities		
	Long-term provisions	69.59	-
	Sub total - Non-current liabilities	69.59	-
3	Current liabilities		
	(a) Short-term borrowings	569.48	1,678.22
	(b) Trade payables	3,188.07	1,366.76
	(c) Other current liabilities	598.12	604.32
	(d) Short-term provisions	4,374.19	2,236.16
	Sub total - Current liabilities	8,729.86	5,885.46
	TOTAL EQUITY AND LIABILITIES	40,730.98	36,857.13
B	ASSETS		
1	Non-current assets		
	(a) Fixed assets	1,475.51	2,063.90
	(b) Non-current investments	5,100.01	8,426.37
	(c) Deferred tax assets (net)	969.50	283.03
	(d) Long-term loans and advances	5,856.58	6,457.16
	Sub total - Non-current assets	13,401.60	17,230.46
2	Current assets		
	(a) Current investments	5,766.10	2,176.93
	(b) Trade receivables	6,418.91	5,862.25
	(c) Cash and cash equivalents	13,750.20	7,914.52
	(d) Short-term loans and advances	831.71	3,320.53
	(e) Other current assets	562.46	352.44
	Sub total - Current assets	27,329.38	19,626.67
	TOTAL ASSETS	40,730.98	36,857.13

- 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 26, 2014.
- The figures for the quarter ended March 31, 2014 and March 31, 2013, 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, 2013 and December 31, 2012 respectively.
- Segment results have not been disclosed in the Standalone results since the Company operates in only one Segment viz International (Software Service exports).
- A final dividend of ` 2.75/- per share (275% 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 ` 1/- per share raises the total dividend for the year to ` 3.75/- per share.
- The Register of Members and Share Transfer Books will remain closed from 5th August, 2014 to 11th August, 2014 (both days inclusive). The Annual General Meeting has been scheduled to be held on 11th August 2014.
- Previous year figures have been regrouped/reclassified wherever necessary to confirm to current period's classification.

Place: Bangalore
Date : May 26, 2014

FOR AND ON BEHALF OF THE BOARD OF DIRECTORS

P SRIKAN REDDY
MANAGING DIRECTOR
& CHIEF EXECUTIVE OFFICER

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Part I Consolidated - Audited Financial Results for the Year Ended March 31, 2014						
(' in lakhs)						
Sr #	Particulars	Three months ended March 31, 2014	Preceding three months ended December 31, 2013	Corresponding three months ended March 31, 2013	Year to date figures for Current Year ended March 31, 2014	Year to date figures for Previous Year ended March 31, 2013
		Audited (Refer Note 8)	Unaudited	Audited (Refer Note 8)	Audited	Audited
1	Income from operations					
	(a) Net sales/income from operations	34,067.72	38,639.61	25,901.18	156,458.95	130,985.72
	(b) Other operating income	2.79	68.91	28.93	138.18	108.57
	Total income from operations (net)	34,070.51	38,708.52	25,930.11	156,597.13	131,094.29
2	Expenses					
	(a) Purchases of stock-in-trade	19,029.50	23,694.34	14,387.21	100,617.01	85,085.06
	(b) Changes in inventories of stock-in-trade	98.88	256.96	628.72	(41.59)	3,961.37
	(c) Employee benefits expense	8,172.82	7,621.36	5,936.40	30,980.07	23,682.53
	(d) Depreciation and amortisation expense	146.80	206.24	241.54	796.37	1,008.15
	(e) Other expenses	3,365.42	3,628.11	2,536.11	14,615.94	10,817.96
	(f) Net exchange loss	404.06	413.37	1,045.11	457.85	2,261.13
	Total expenses	31,217.48	35,820.38	24,775.09	147,425.65	126,816.20
3	Profit from operations before other income, finance costs and exceptional items	2,853.03	2,888.14	1,155.02	9,171.48	4,278.09
4	Other income	502.61	168.62	153.27	1,064.55	414.43
5	Profit from ordinary activities before finance costs and exceptional items	3,355.64	3,056.76	1,308.29	10,236.03	4,692.52
6	Finance costs	32.04	65.60	127.81	243.48	588.89
7	Profit from ordinary activities after finance costs but before exceptional items	3,323.60	2,991.16	1,180.48	9,992.55	4,103.63
8	Exceptional items (Refer Note 4, 5 and 6)					
	i) Loss on sale of subsidiary	-	-	-	-	(5,805.57)
	ii) Interest income on income tax refund	-	-	-	715.12	248.18
9	Profit / (Loss) from ordinary activities before tax	3,323.60	2,991.16	1,180.48	10,707.67	(1,453.76)
10	Tax expense	968.06	830.27	484.94	2,935.34	1,355.94
11	Net Profit / (Loss) from ordinary activities after tax	2,355.54	2,160.89	695.54	7,772.33	(2,809.70)
12	Extraordinary items (net of tax expenses)	-	-	-	-	-
13	Net Profit / (Loss) for the period	2,355.54	2,160.89	695.54	7,772.33	(2,809.70)
14	Share of profit / (loss) of associates	-	-	-	-	-
15	Minority interest	1.12	1.16	1.10	4.36	4.28
16	Net Profit / (Loss) after taxes, minority interest and share of profit / (loss) of associates	2,356.66	2,162.05	696.64	7,776.69	(2,805.42)
17	Paid-up equity share capital (Face Value ` 1/-)	1,051.59	1,051.59	1,051.59	1,051.59	1,051.59
18	Reserve excluding Revaluation Reserves as per balance sheet of previous accounting year				36,387.94	33,121.64
19(i)	Earnings per share (before extraordinary items) (of ` 1/- each) (not annualised):					
	(a) Basic	2.24	2.06	0.66	7.40	(2.67)
	(b) Diluted	2.24	2.06	0.66	7.40	(2.67)
19(ii)	Earnings per share (after extraordinary items) (of ` 1/- each) (not annualised):					
	(a) Basic	2.24	2.06	0.66	7.40	(2.67)
	(b) Diluted	2.24	2.06	0.66	7.40	(2.67)

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Part II						
Select Information for the Year Ended March 31, 2014						
Sr #	Particulars	Three months ended March 31, 2014	Preceding three months ended December 31, 2013	Corresponding three months ended March 31, 2013	As at March 31, 2014	As at March 31, 2013
A	PARTICULARS OF SHAREHOLDING					
1	Public Shareholding					
	- Number of shares	70,674,145	70,674,145	70,672,805	70,674,145	70,672,805
	- Percentage of shareholding	67.21%	67.21%	67.21%	67.21%	67.21%
2	Promoters and Promoter Group Shareholding					
	a) Pledged / Encumbered					
	- Number of shares	1,875,000	1,875,000	3,198,614	1,875,000	3,198,614
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	5.44%	5.44%	9.27%	5.44%	9.27%
	- Percentage of shares (as a % of the total share capital of the company)	1.78%	1.78%	3.04%	1.78%	3.04%
	b) Non - encumbered					
	- Number of shares	32,610,161	32,610,161	31,287,887	32,610,161	31,287,887
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	94.56%	94.56%	90.73%	94.56%	90.73%
	- Percentage of shares (as a % of the total share capital of the company)	31.01%	31.01%	29.75%	31.01%	29.75%

	Particulars	Quarter ended March 31, 2014
B	INVESTOR COMPLAINTS	
	Pending at the beginning of the quarter	-
	Received during the quarter	24
	Disposed of during the quarter	24
	Remaining unresolved at the end of the quarter	-

Notes:

1. The Consolidated statement of assets and liabilities for the year ended 31st March, 2014 as required under Clause 41 of the Listing Agreement

Sr #	Particulars	As at 31/03/2014 (Audited)	([₹] in lakhs) As at 31/03/2013 (Audited)
A	EQUITY AND LIABILITIES		
1	Shareholders' funds		
	(a) Share capital	1,051.59	1,051.59
	(b) Reserves and surplus	36,387.94	33,121.64
	Sub total - Shareholders' funds	37,439.53	34,173.23
2	Minority interest	1.05	5.41
3	Non-current liabilities		
	Long-term provisions	74.00	-
	Sub total - Non current liabilities	74.00	-
4	Current liabilities		
	(a) Short-term borrowings	569.48	1,678.22
	(b) Trade payables	20,289.11	14,838.14
	(c) Other current liabilities	2,952.17	2,262.19
	(d) Short-term provisions	4,838.94	2,473.06
	Sub total - Current liabilities	28,649.70	21,251.61
	TOTAL EQUITY AND LIABILITIES	66,164.28	55,430.25
B	ASSETS		
1	Non-current assets		
	(a) Fixed assets	1,693.04	2,163.50
	(b) Non-current investments	0.31	0.31
	(c) Deferred tax assets	1,040.45	381.77
	(d) Long-term loans and advances	9,963.25	16,402.87
	(e) Other non-current assets	3,289.58	2,773.00
	Sub total - Non-current assets	15,986.63	21,721.45
2	Current assets		
	(a) Current investments	5,766.67	2,176.93
	(b) Inventories	120.79	79.20
	(c) Trade receivables	20,838.20	14,130.27
	(d) Cash & cash equivalents	18,745.74	13,549.25
	(e) Short-term loans and advances	3,457.98	2,651.96
	(f) Other current assets	1,248.27	1,121.19
	Sub total - Current assets	50,177.65	33,708.80
	TOTAL ASSETS	66,164.28	55,430.25

- 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 26, 2014.
- 3 Consolidated financials include subsidiaries i.e, Sonata Information Technology Limited, Sonata Software North America Inc., Sonata Technology Solutions India Limited, Sonata Software GmbH, Sonata Europe Limited, Sonata Software FZ-LLC and Sonata Software (Qatar) LLC.
- 4 The Company's subsidiary Sonata Europe Limited executed a Share purchase and Joint Venture termination agreement on September 28, 2012 to sell its 50.1% shareholding in its step-down subsidiary TUI InfoTec GmbH ("TUI") to Leibniz-Service GmbH ("the purchaser"). As per the agreement, the effective date of the transfer and assignment of the shares was October 1, 2011, and the purchaser assumed all losses of TUI commencing from October 1, 2011. TUI business included providing information technology services and IT infrastructure support services which were included under international segment. The loss on disposal of TUI of ₹ 5,805.57 lakhs was included under exceptional items for the year ended March 31, 2013.
- 5 Consequent to the sale of TUI, the operations of this subsidiary are not included in the consolidated results for the year ended March 31, 2013.
Had the loss on sale of TUI been recorded as on October 1, 2011, the Net Profit and EPS for the year ended March 31, 2013, would have been as under:

Particulars	(' in lakhs)	
	Year Ended March 31, 2013	(Audited)
Net Profit / (Loss) for the period	3,000.15	
Earnings per share of ₹ 1/- each (not annualised)		
(a) Basic	2.85	
(b) Diluted	2.85	

- 6 Exceptional item for the year ended March 31, 2014 includes interest on Income Tax refund of ₹ 31.37 lakhs in Sonata Software Limited and ₹ 683.75 lakhs in Sonata Information Technology Limited.
- 7 The consolidated segment wise revenue and results for the quarter & year ended March 31, 2014, as required under Clause 41 of the Listing Agreement are as follows :

Particulars	(' in lakhs)				
	Quarter ended Three months ended March 31, 2014	Preceding three months ended December 31, 2013	Corresponding three months ended March 31, 2013	Year to date figures for Current Year ended March 31, 2014	Year to date figures for Previous Year ended March 31, 2013
1. Segment Revenue					
a. India products and services	21,409.12	26,112.89	17,078.82	108,304.00	94,930.21
b. Other than India IT services	12,661.58	12,818.89	8,855.52	48,527.68	36,365.92
Total	34,070.70	38,931.78	25,934.34	156,831.68	131,296.13
Less : Inter segment revenue	0.19	223.26	4.23	234.55	201.84
Net sales/income from operations	34,070.51	38,708.52	25,930.11	156,597.13	131,094.29
2. Segment Results					
Profit/(loss) before tax & interest					
a. India products and services	1,108.87	849.71	568.94	2,908.00	1,538.00
b. Other than India IT services	1,744.16	2,038.43	586.08	6,263.48	2,740.09
Total	2,853.03	2,888.14	1,155.02	9,171.48	4,278.09
Less: Finance costs	32.04	65.60	127.81	243.48	588.89
Net of Unallocable Income	502.61	168.62	153.27	1,064.55	414.43
3. Profit Before Tax and exceptional item	3,323.60	2,991.16	1,180.48	9,992.55	4,103.63
Exceptional item (Refer Note 4, 5 and 6)					
i) Loss on sale of subsidiary	-	-	-	-	(5,805.57)
ii) Interest Income on income tax refund	-	-	-	715.12	248.18
Profit/(loss) Before Tax	3,323.60	2,991.16	1,180.48	10,707.67	(1,453.76)
4. Capital Employed					
(Segment assets - Segment liabilities)					
a. India products and services	2,018.30	8,978.15	(2,642.34)	2,018.30	(2,642.34)
b. Other than India IT services	24,522.35	19,737.53	21,362.11	24,522.35	21,362.11
c. Unallocated	10,898.88	9,428.43	15,453.46	10,898.88	15,453.46
Total	37,439.53	38,144.11	34,173.23	37,439.53	34,173.23

- 8 The figures for the quarter ended March 31, 2014 and March 31, 2013, 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, 2013 and December 31, 2012 respectively.
- 9 Previous year figures have been regrouped/reclassified wherever necessary to confirm to current year classification.

FOR AND ON BEHALF OF THE BOARD OF DIRECTORS

PARIKAR REDDY
MANAGING DIRECTOR
& CHIEF EXECUTIVE OFFICER

Place : Mumbai
Date : May 26, 2014



Sonata Software - Consolidated annual FY14 Revenues at ₹1,566 Crores, PAT of ₹78 Crores, 159% growth. Board recommends final dividend of ₹2.75 per share taking the total for the year to ₹3.75

Mumbai, May26, 2014

Sonata Software, an IT consulting and software services provider, today reported its audited financial results for the quarter and year ended March31, 2014.

Sonata Software Limited - Financial highlights									in ₹ Crores
Description	For the Quarter ended				YoY	For the Year ended			
	31-Mar-14	31-Dec-13	QoQ	31-Mar-13		31-Mar-14	31-Mar-13	YoY	
Revenues									
International IT Services	133.93	127.69	5%	88.08	52%	483.58	335.38	45%	
Domestic- Products & Services	206.78	261.63	-21%	171.14	21%	1,084.74	977.73	11%	
Consolidated *	340.71	387.09	-12%	259.18	31%	1,565.97	1,311.09	19%	
EBITDA									
International IT Services	27.16	25.80	5%	10.12	168%	84.82	43.20	96%	
Domestic- Products & Services	8.12	8.05	1%	6.27	30%	35.15 #	22.33	57%	
Consolidated *	35.02	32.63	7%	15.50	126%	117.48	59.49	97%	
PAT									
International IT Services	18.54	17.51	6%	4.10	352%	58.55	20.56	184%	
Domestic- Products & Services	5.03	4.11	22%	2.87	75%	19.22	9.44	104%	
Consolidated *	23.57	21.62	9%	6.97	239%	77.77	30.00	159%	

Includes "exceptional Item" Interest income of ₹6.83 crores received on Income-Tax refund during the year.

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

Speaking on the results Mr. Srikar Reddy, Managing Director & CEO of the Company said "We are delighted with the progress we have made in the last financial year. The results are a reflection that our strategy of focusing on select verticals and delivering deep customer value through domain expertise and enhancing customer facing business process through digital transformation technologies like mobile, social, analytics, is bearing fruit. We believe the same razor sharp focus and working with our key technology partners will sustain our growth momentum".



Performance Highlights:

- **Consolidated:**

- Revenues at an all-time high of ₹ 1,566 crores : YoY growth of 19%;
- EBIDTA at ₹117 Crores : YoY growth of 97%;
- PAT at ₹78 Crores : YoY growth of 159%;
- EPS for the year of ₹7.40 (Previous year: ₹-2.67).
- Cash and equivalents of approximately ₹240 Crores.

- **International IT Services:**

- Revenue at ₹484 Crores :YoY growth of 44% and 29% in constant currency of US\$;
- EBITDA at ₹85Crores:YoY growth of 96%;
- PAT at ₹58 Crores:YoY growth of 184%;
- Addition of 21 new customers during the year.

- **Domestic Products & Services :**

- Revenue at ₹1085 Crores :growth of 11%YoY;
- EBITDA at ₹35 Crores:growth of 57% YoY;
- PAT at ₹19Crores:growth of 104% YoY;

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, TIBCO and Kony 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.

For further information, please contact:

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