



SONATA SOFTWARE LIMITED



13<sup>th</sup> November, 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 Sir/Madam,

**Sub: Outcome of Board Meeting**

**Ref: Disclosure under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

This is to inform you that the Board of Directors at its meeting held today i.e. 13<sup>th</sup> November, 2017 inter-alia has:-

- a) Adopted Unaudited Financial Results of the Company for quarter and half year ended 30<sup>th</sup> September, 2017.
- b) Declared Interim Dividend at Rs. 3.75 per share (375 % on par value of Re.1/-). Interim Dividend will be paid to the registered shareholders on or after 27<sup>th</sup> November, 2017 through Electronic mode or by dividend warrants, as applicable.

The meeting of the Board of Directors of the Company commenced at 12.30 p.m. and concluded at 3.00 p.m.

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 STANDALONE  
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 six months ended September 30, 2017 ("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)

Chennai, November 13, 2017  
VBA/TSV/2017

**SONATA SOFTWARE LIMITED**

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Part I ₹ in lakhs, except per share data

**Statement of standalone unaudited financial results for the quarter and six months ended September 30, 2017**

Sl No.	Particulars	Quarter ended			Six months ended	
		September 30, 2017	June 30, 2017	September 30, 2016	September 30, 2017	September 30, 2016
		(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)
1	Revenue from operations	17,916.05	14,943.37	15,413.19	32,859.42	29,354.19
2	Other income	1,228.99	1,140.76	710.28	2,369.75	1,551.50
3	<b>Total Revenue (1 + 2)</b>	<b>19,145.04</b>	<b>16,084.13</b>	<b>16,123.47</b>	<b>35,229.17</b>	<b>30,905.69</b>
4	<b>Expenses</b>					
	(a) Purchases of Stock-in-Trade	1,501.48	631.57	1,417.41	2,133.05	1,767.80
	(b) Employee benefits expense	9,412.89	8,446.26	7,598.21	17,859.15	15,104.35
	(c) Finance costs	14.08	0.02	15.01	14.10	300.28
	(d) Depreciation and amortization expense	124.59	105.27	98.09	229.86	191.33
	(e) Other expenses	2,863.32	2,997.77	2,598.92	5,861.09	5,133.49
	<b>Total expenses</b>	<b>13,916.36</b>	<b>12,180.89</b>	<b>11,727.64</b>	<b>26,097.25</b>	<b>22,497.25</b>
5	<b>Profit before exceptional items and tax (3 - 4)</b>	<b>5,228.68</b>	<b>3,903.24</b>	<b>4,395.83</b>	<b>9,131.92</b>	<b>8,408.44</b>
6	Exceptional item					
	- Interest income on income tax refund	-	48.67	-	48.67	97.45
7	<b>Profit before tax (5 + 6)</b>	<b>5,228.68</b>	<b>3,951.91</b>	<b>4,395.83</b>	<b>9,180.59</b>	<b>8,505.89</b>
8	<b>Tax expense</b>					
	(1) Current tax	1,317.99	983.89	1,222.77	2,301.88	2,176.23
	(2) Deferred tax	(22.09)	(10.17)	(48.52)	(32.26)	(136.94)
9	<b>Profit for the period (7 - 8)</b>	<b>3,932.78</b>	<b>2,978.19</b>	<b>3,221.58</b>	<b>6,910.97</b>	<b>6,466.60</b>
10	<b>Other comprehensive income (Refer Note 3)</b>					
	1 (a) Items that will not be reclassified to profit or loss	(69.84)	(38.59)	(79.58)	(108.43)	(33.34)
	(b) Income tax relating to items that will not be reclassified to profit or loss	17.21	9.51	19.50	26.72	8.17
	2 (a) Items that will be reclassified to profit or loss	69.66	(100.53)	205.27	(30.87)	205.25
	(b) Income tax relating to items that will be reclassified to profit or loss	(17.16)	24.77	(50.29)	7.61	(50.29)
	<b>Total</b>	<b>(0.13)</b>	<b>(104.84)</b>	<b>94.90</b>	<b>(104.97)</b>	<b>129.79</b>
11	<b>Total Comprehensive Income for the period (9 + 10)</b>	<b>3,932.65</b>	<b>2,873.35</b>	<b>3,316.48</b>	<b>6,806.00</b>	<b>6,596.39</b>
12	<b>Paid-up equity share capital (Face Value ₹ 1/-)</b>	<b>1,037.24</b>	<b>1,036.98</b>	<b>1,035.99</b>	<b>1,037.24</b>	<b>1,035.99</b>
13	<b>Earnings per equity share (of ₹ 1/- each) :</b>					
	(a) Basic	3.79	2.87	3.11	6.66	6.24
	(b) Diluted	3.74	2.83	3.06	6.57	6.15
	See accompanying notes to the financial results					



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Part II		(₹ in lakhs)
Balance Sheet		
Sl No.	Particulars	As at September 30, 2017
	<b>ASSETS</b>	
1	<b>NON-CURRENT ASSETS</b>	
	(a) Property, Plant and Equipment	1,668.17
	(b) Capital work-in-progress	1.46
	(c) Other intangible assets	282.01
	(d) Financial assets	
	(i) Investments	9,371.60
	(ii) Other Financial Assets	1,229.98
	(e) Deferred tax assets (net)	676.17
	(f) Other non-current assets	4,041.02
		<b>17,270.41</b>
2	<b>CURRENT ASSETS</b>	
	(a) Financial assets	
	(i) Investments	6,950.87
	(ii) Trade receivables	16,914.53
	(iii) Cash and cash equivalents	5,877.06
	(iv) Bank balances other than (iii) above	1,728.49
	(v) Loans	8,125.84
	(vi) Other Financial Assets	1,171.94
	(b) Other current assets	884.52
		<b>41,653.25</b>
	<b>TOTAL - ASSETS</b>	<b>58,923.66</b>
	<b>EQUITY AND LIABILITIES</b>	
3	<b>EQUITY</b>	
	(a) Equity Share capital	1,037.49
	(b) Other equity	44,725.04
		<b>45,762.53</b>
4	<b>LIABILITIES</b>	
	<b>NON-CURRENT LIABILITIES</b>	
	(a) Other non-current liabilities	697.56
		<b>697.56</b>
5	<b>CURRENT LIABILITIES</b>	
	(a) Financial liabilities	
	(i) Trade payables	7,266.55
	(ii) Other financial liabilities	149.33
	(b) Other current liabilities	1,212.24
	(c) Provisions	810.69
	(d) Current tax liabilities (net)	3,024.76
		<b>12,463.57</b>
	<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>58,923.66</b>



**Notes to unaudited standalone financial results for the quarter and six months ended September 30, 2017:**

- The Company has adopted Indian Accounting Standards (Ind AS) effective April 1, 2017 and accordingly, these standalone financial results have been prepared in accordance with the recognition and measurement principles laid down in Ind AS 34, "Interim Financial Reporting" prescribed under Section 133 of the Companies Act, 2013, read with relevant rules issued thereunder and other accounting principles generally accepted in India. The financial results for the comparative previous periods have also been presented in accordance with the recognition and measurement principles of Ind AS 34.
- Reconciliation between standalone financial results as previously reported (referred to as previous GAAP) and Ind AS, is as under:

Particulars	(₹ in lakhs)	
	For the quarter ended September 30, 2016	For six months ended September 30, 2016
Net profit as per previous GAAP	3,311.39	6,788.73
Employee benefit expenses:		
- Actuarial (gain)/loss on defined benefit plans considered under Other Comprehensive Income	79.58	33.34
- Share based payment expense	(17.80)	(25.19)
Accounting for excess of expenditure over income, upon consolidation of Sonata Employee Welfare Trust	(1.67)	(2.54)
Unwinding of finance component of security deposits	(0.78)	(1.56)
Fair valuation of current investments	137.08	231.57
Mark to market (MTM) impact on forward contracts (net)	(261.70)	(365.97)
Exchange differences in translation of foreign operations	60.64	164.96
Reversal of goodwill amortization	14.17	28.19
Loss on account of redemption of preference shares	-	(277.78)
Fair value changes with regard to investment in preference shares	(108.22)	(222.35)
Tax impact on the above adjustments	8.89	115.20
<b>Profit for the period as per Ind AS</b>	<b>3,221.58</b>	<b>6,466.60</b>

Particulars	(₹ in lakhs)	
	For the quarter ended September 30, 2016	For six months ended September 30, 2016
1) Items that will not be reclassified to profit or loss :		
- Actuarial (gain)/loss on defined benefit plans (gratuity)	(79.58)	(33.34)
Tax impact on the above	19.50	8.17
	<b>(60.08)</b>	<b>(25.17)</b>
2) Items that will be reclassified to profit or loss :		
- Mark to market (MTM) impact on forward contracts (net)	265.91	370.21
- Exchange differences in translation of foreign operations	(60.64)	(164.96)
Tax impact on the above	(50.29)	(50.29)
	<b>154.98</b>	<b>154.96</b>
<b>Total</b>	<b>94.90</b>	<b>129.79</b>

- The Company operates in a single segment i.e. "International Software Service Exports". Accordingly, segment results are not presented.
- The above results have been reviewed by the Audit Committee and approved by the Board of Directors at their respective meetings held on November 13, 2017.
- Based on the financial performance of the Company, the Board at its meeting held today, approved an interim dividend of ₹ 3.75 per share.
- Previous period figures have been regrouped/reclassified wherever necessary to conform to current period classification.

FOR AND ON BEHALF OF THE BOARD OF DIRECTORS

P SRIKAR REDDY  
MANAGING DIRECTOR  
& CHIEF EXECUTIVE OFFICER

Place: Bangalore  
Date: November 13, 2017



**INDEPENDENT AUDITOR'S REVIEW REPORT ON REVIEW OF INTERIM CONSOLIDATED  
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 and six months ended September 30, 2017 ("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 the following entities :

Sonata Information Technology Limited,  
Sonata Software North America Inc.,  
Rezopia Inc.,  
Halosys Technologies Inc.,  
Interactive Business Information Systems Inc.,  
Sonata Europe Limited,  
Sonata Software GmbH,  
Sonata Software FZ- LLC, and  
Sonata Software (Qatar) LLC.

4. Based on our review conducted as stated in paragraph 2 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 ("IND AS") 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,



# Deloitte Haskins & Sells LLP

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.

5. We did not review the interim financial information of a subsidiary included in the consolidated unaudited financial results, whose interim financial information reflect total assets of Rs. 286.28 as at September 30, 2017, total revenues of Rs. 110.23 lakhs and Rs. 205.39 lakhs for the quarter and six months ended September 30, 2017 respectively, and total profit after tax of Rs. 36.00 lakhs and Rs. 64.91 lakhs and total comprehensive income of Rs. 36.00 lakhs and Rs. 64.91 lakhs for the quarter and six months ended September 30, 2017 respectively, as considered in the consolidated unaudited financial results. This interim financial information has 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.

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)

Chennai, November 13, 2017  
VBA/ TSV/ 2017

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₹ in lakhs, except per share data

Part I						
Statement of consolidated unaudited financial results for the quarter and six months ended September 30, 2017						
Sl No.	Particulars	Quarter ended			Six months ended	
		September 30, 2017	June 30, 2017	September 30, 2016	September 30, 2017	September 30, 2016
		(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)
1	Revenue from operations	42,685.99	63,453.16	50,050.65	106,139.15	110,991.44
2	Other income	1,121.28	1,583.90	883.59	2,705.18	2,918.23
3	<b>Total Revenue (1 + 2)</b>	<b>43,807.27</b>	<b>65,037.06</b>	<b>50,934.24</b>	<b>108,844.33</b>	<b>113,909.67</b>
4	<b>Expenses</b>					
	(a) Purchases of Stock-in-Trade	18,535.92	41,165.17	27,293.80	59,701.09	68,483.92
	(b) Changes in inventories of Stock-in-Trade	196.75	(196.75)	1,188.23	-	(403.63)
	(c) Employee benefits expense	13,206.91	12,173.80	11,223.58	25,380.71	22,415.89
	(d) Finance costs	122.98	169.04	140.39	292.02	568.43
	(e) Depreciation and amortization expense	324.21	304.48	256.29	628.69	493.75
	(f) Other expenses	5,274.37	5,543.52	5,246.88	10,817.89	11,070.46
	<b>Total expenses</b>	<b>37,661.14</b>	<b>59,159.26</b>	<b>45,349.17</b>	<b>96,820.40</b>	<b>102,628.82</b>
5	<b>Profit before exceptional items and tax (3 - 4)</b>	<b>6,146.13</b>	<b>5,877.80</b>	<b>5,585.07</b>	<b>12,023.93</b>	<b>11,280.85</b>
6	Exceptional item					
	- Interest income on income tax refund	20.35	94.07	-	114.42	208.55
7	<b>Profit before tax (5 + 6)</b>	<b>6,166.48</b>	<b>5,971.87</b>	<b>5,585.07</b>	<b>12,138.35</b>	<b>11,489.40</b>
8	Tax expense					
	(1) Current tax	1,661.81	1,708.04	1,784.05	3,369.85	3,355.94
	(2) Deferred tax	(31.90)	(52.64)	4.91	(84.54)	147.92
9	<b>Profit for the period (7 - 8)</b>	<b>4,536.57</b>	<b>4,316.47</b>	<b>3,796.11</b>	<b>8,853.04</b>	<b>7,985.54</b>
10	<b>Other comprehensive income (Refer Note 3)</b>					
	1 (a) Items that will not be reclassified to profit or loss	(67.11)	(47.57)	(67.21)	(114.68)	(19.25)
	(b) Income tax relating to items that will not be reclassified to profit or loss	16.44	11.65	16.47	28.09	4.71
	2 (a) Items that will be reclassified to profit or loss	104.18	(162.69)	9.07	(58.51)	(534.22)
	(b) Income tax relating to items that will be reclassified to profit or loss	(25.52)	39.87	(2.22)	14.35	130.88
	<b>Total</b>	<b>27.99</b>	<b>(158.74)</b>	<b>(43.89)</b>	<b>(130.75)</b>	<b>(417.88)</b>
11	<b>Total Comprehensive Income for the period (9 + 10)</b>	<b>4,564.56</b>	<b>4,157.73</b>	<b>3,752.22</b>	<b>8,722.29</b>	<b>7,567.66</b>
	Of the Total Comprehensive Income above, total comprehensive income attributable to:					
	Owners of the parent	4,562.42	4,144.29	3,779.76	8,706.71	7,598.56
	Non - controlling interest	2.14	13.44	(27.54)	15.58	(30.90)
	<b>Total</b>	<b>4,564.56</b>	<b>4,157.73</b>	<b>3,752.22</b>	<b>8,722.29</b>	<b>7,567.66</b>
	Of the Total Comprehensive Income above, Profit for the period attributable to:					
	Owners of the parent	4,534.43	4,303.03	3,823.65	8,837.46	8,016.44
	Non - controlling interest	2.14	13.44	(27.54)	15.58	(30.90)
	<b>Total</b>	<b>4,536.57</b>	<b>4,316.47</b>	<b>3,796.11</b>	<b>8,853.04</b>	<b>7,985.54</b>
	Of the Total Comprehensive Income above, Other Comprehensive Income for the period attributable to:					
	Owners of the parent	27.99	(158.74)	(43.89)	(130.75)	(417.88)
	Non - controlling interest	-	-	-	-	-
	<b>Total</b>	<b>27.99</b>	<b>(158.74)</b>	<b>(43.89)</b>	<b>(130.75)</b>	<b>(417.88)</b>
12	<b>Paid-up equity share capital (Face Value ₹ 1/-)</b>	<b>1,037.24</b>	<b>1,036.98</b>	<b>1,035.99</b>	<b>1,037.24</b>	<b>1,035.99</b>
13	<b>Earnings per equity share (of ₹ 1/- each) :</b>					
	(a) Basic	4.37	4.15	3.69	8.52	7.74
	(b) Diluted	4.31	4.09	3.64	8.40	7.62
	See accompanying notes to the consolidated financial results					





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Part II		(₹ in lakhs)
Balance Sheet		
Sl No.	Particulars	As at September 30, 2017
	<b>ASSETS</b>	
1	<b>NON-CURRENT ASSETS</b>	
	(a) Property, Plant and Equipment	2,324.34
	(b) Capital work-in-progress	3.70
	(c) Goodwill	7,798.71
	(d) Other intangible assets	1,497.01
	(e) Financial assets	
	(i) Investments	6,656.83
	(ii) Other Financial Assets	2,092.78
	(f) Deferred tax assets (net)	688.59
	(g) Other non-current assets	7,310.56
	<b>Total</b>	<b>28,372.52</b>
2	<b>CURRENT ASSETS</b>	
	(a) Financial assets	
	(i) Investments	6,950.87
	(ii) Trade receivables	39,856.16
	(iii) Cash and cash equivalents	12,967.24
	(iv) Bank balances other than (iii) above	5,053.59
	(v) Other Financial Assets	3,726.19
	(b) Other current assets	2,961.94
	<b>Total current assets</b>	<b>71,515.99</b>
	<b>TOTAL ASSETS</b>	<b>99,888.51</b>
	<b>EQUITY AND LIABILITIES</b>	
3	<b>EQUITY</b>	
	(a) Equity Share capital	1,037.49
	(b) Other equity	58,591.78
	(c) Non-controlling interest	47.29
	<b>Total</b>	<b>59,676.56</b>
4	<b>LIABILITIES</b>	
	<b>NON-CURRENT LIABILITIES</b>	
	(a) Financial liabilities	
	(i) Borrowings	2,842.87
	(ii) Other Financial Liabilities	237.32
	(b) Other non-current liabilities	976.17
	<b>Total non-current liabilities</b>	<b>4,056.36</b>
5	<b>CURRENT LIABILITIES</b>	
	(a) Financial liabilities	
	(i) Borrowings	49.43
	(ii) Trade payables	25,509.58
	(iii) Other Financial Liabilities	1,712.24
	(b) Other current liabilities	3,456.66
	(c) Provisions	1,276.52
	(d) Current tax liabilities (net)	4,151.16
	<b>Total current liabilities</b>	<b>36,155.59</b>
	<b>TOTAL EQUITY AND LIABILITIES</b>	<b>99,888.51</b>



**Notes:**

- 1 The Company has adopted Indian Accounting Standards (Ind AS) effective April 1, 2017 and accordingly, these consolidated financial results have been prepared in accordance with the recognition and measurement principles laid down in Ind - AS 34, "Interim Financial Reporting" prescribed under Section 133 of the Companies Act, 2013, read with relevant rules issued thereunder and other accounting principles generally accepted in India. The financial results for the comparative previous periods have also been presented in accordance with the recognition and measurement principles of Ind AS 34.

- 2 Reconciliation between consolidated financial results as previously reported (referred to as previous GAAP) and Ind AS, is as under:  
(₹ in lakhs)

Particulars	For the quarter ended	For six months ended
	September 30, 2016	September 30, 2016
Net profit as per previous GAAP	3,781.87	7,464.58
Employee benefit expenses:		
- Actuarial (gain)/loss on defined benefit plans considered under	67.21	19.25
- Other Comprehensive Income	(17.80)	(25.19)
- Share based payment expense		
Accounting for excess of expenditure over income, upon consolidation of Sonata	(1.67)	(2.54)
Employee Welfare Trust	(0.79)	(1.59)
Unwinding of finance component of security deposits	137.86	232.88
Fair Valuation of current investments	(252.55)	(357.09)
Mark to market (MTM) impact of forward contracts (net)	154.30	945.09
Exchange differences in translation of foreign operations		
Interest unwinding of contingent consideration payable to shareholders	(6.18)	(10.55)
Amortization of intangibles recognized	(39.89)	(78.21)
Tax impact on the above adjustments	(26.25)	(201.09)
<b>Profit for the period as per Ind AS</b>	<b>3,796.11</b>	<b>7,985.54</b>

- 3 Other Comprehensive Income includes:

Particulars	For the quarter ended	For six months ended
	September 30, 2016	September 30, 2016
1) Items that will not be reclassified to profit or loss:		
- Actuarial (gain)/loss on defined benefit plans (gratuity)	(67.21)	(19.25)
Tax impact on the above	16.47	4.71
	<b>(50.74)</b>	<b>(14.54)</b>
2) Items that will be reclassified to profit or loss:		
- Mark to market (MTM) impact on forward contracts (net)	265.91	370.19
- Exchange differences in translation of foreign operations	(154.30)	(945.09)
- Exchange differences on goodwill restatement	(102.54)	40.68
Tax impact on the above	(2.22)	130.88
	<b>6.85</b>	<b>(403.34)</b>
<b>Total</b>	<b>(43.89)</b>	<b>(417.88)</b>

- 4 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.

- 5 The above consolidated financial results of the Company have been reviewed by the Audit Committee and approved by the Board of Directors at their respective meetings held on November 13, 2017.

- 6 Based on the financial performance of the Company, the Board at its meeting held today, approved an interim dividend of ₹ 3.75 per share.

- 7 The consolidated segment wise revenue and results are as follows:

Particulars	Quarter ended			Six months ended	
	September 30, 2017	June 30, 2017	September 30, 2016	September 30, 2017	September 30, 2016
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)
<b>1. Segment revenue</b>					
a. India	17,653.01	44,713.92	30,704.26	62,366.93	73,992.64
b. Other than India	26,833.40	19,398.69	19,755.98	46,232.09	38,128.78
<b>Total</b>	<b>44,486.41</b>	<b>64,112.61</b>	<b>50,460.24</b>	<b>108,599.02</b>	<b>112,121.43</b>
Less: Inter segment revenue	1,800.42	659.45	409.59	2,459.87	1,129.99
<b>Revenue from operations</b>	<b>42,685.99</b>	<b>63,453.16</b>	<b>50,050.65</b>	<b>106,139.15</b>	<b>110,991.44</b>
<b>2. Segment results</b>					
Profit before tax and interest	1,371.35	1,654.73	1,682.31	3,026.08	3,451.44
a. India	4,402.19	3,956.34	3,480.30	8,358.53	6,851.13
b. Other than India	5,773.54	5,611.07	5,162.61	11,384.61	10,302.57
<b>Total</b>	<b>(122.98)</b>	<b>(169.04)</b>	<b>(140.39)</b>	<b>(292.02)</b>	<b>(568.43)</b>
Less: Finance costs	495.57	435.77	562.85	931.34	1,546.71
Add: Unallocable income net of unallocable expenditure	6,146.13	5,877.80	5,585.07	12,023.93	11,280.85
<b>3. Profit before tax and exceptional item</b>					
Exceptional item	20.35	94.07	-	114.42	208.55
- Interest Income on income tax refund	6,166.48	5,971.87	5,585.07	12,138.35	11,489.40
<b>4. Profit before tax</b>					

Particulars	As at	As at
	September 30, 2017	September 30, 2016
<b>5. Segment assets</b>		
a. India	34,356.94	38,624.17
b. Other than India	36,632.66	49,259.06
c. Unallocable	28,898.91	20,418.29
<b>Total Assets</b>	<b>99,888.51</b>	<b>108,301.52</b>
<b>6. Segment liabilities</b>		
a. India	20,065.93	25,919.24
b. Other than India	11,551.12	9,389.05
c. Unallocable	8,594.90	17,751.28
<b>Total Liabilities</b>	<b>40,211.95</b>	<b>53,059.57</b>

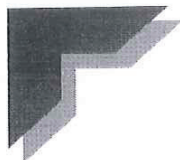
- 8 Previous period figures have been regrouped/reclassified wherever necessary to confirm to current period classification.

FOR AND ON BEHALF OF THE BOARD OF DIRECTORS

P SRINIVAS REDDY  
MANAGING DIRECTOR  
& CHIEF EXECUTIVE OFFICER

Place : Bangalore  
Date : November 13, 2017





**Sonata Software - Consolidated Q2 FY18 PAT at ₹45 Crores; 19%YoY growth, declares interim dividend of ₹ 3.75 per share**  
Bangalore, November 13, 2017

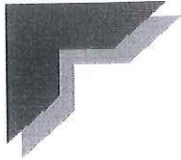
Sonata Software, a global IT services and technology solutions company, today reported its unaudited financial results for its 2<sup>nd</sup> quarter ended 30<sup>th</sup> September, 2017.

Description	in ₹ Crores							
	For the Quarter ended					For the half year ended		
	30-Sep-17	30-Jun-17	30-Sep-16	QoQ	YoY	30-Sep-17	30-Sep-16	YoY
<b>Revenues</b>								
International IT Services	234.6	211.3	209.1	11%	12%	445.8	404.9	10%
Domestic- Products & Services	199.7	428.1	295.5	-53%	-32%	627.8	716.4	-12%
Consolidated	426.9	634.5	500.5	-33%	-15%	1,061.4	1,109.9	-4%
<b>EBITDA</b>								
International IT Services	52.7	49.8	46.4	6%	14%	102.6	97.5	5%
Domestic- Products & Services *	14.0	15.1	14.2	-7%	-1%	29.1	29.4	-1%
Consolidated *	66.1	64.5	59.8	3%	11%	130.6	125.5	4%
<b>PAT</b>								
International IT Services	37.0	34.5	30.1	7%	23%	71.5	63.1	13%
Domestic- Products & Services	8.4	8.6	8.2	-2%	2%	16.9	17.0	0%
Consolidated	45.4	43.0	38.2	5%	19%	88.4	80.2	10%

\* Includes "exceptional Item" Interest income received on Income-Tax refund of ₹ 1.14 crore in HY of FY2017-18 (of which Domestic relates to ₹ 0.65 crore and balance ₹ 0.49 crore relates to International), and ₹ 1.11 crores in Q2 of FY2016-17 (relating to Domestic).

Speaking on the results Mr. Srikar Reddy, Managing Director & CEO of the Company said "Strong growth in the International IT services business, based on our proprietary Platformation solutions approach which leverages our platform IP and capability to enable digital transformation for our customers, powered our first half performance. This is a huge endorsement of our strategy focussed on digital transformation of clients businesses in retail, travel distribution and ISV segments though deployment of digital technologies and IP powered by strong alliances".

Sonata also announced the appointment of Mr. Vikas Gurugunti as the Chief Operating Officer. Vikas joins Sonata from DXC Technologies and was heading their Retail and CPG business in the US. He will be based out of the US. Commenting on the appointment, Mr. Srikar Reddy, Managing Director & CEO said "This is a strategic addition to the top management team and will be a huge boost to our growth objectives which focus on Digital Transformation through Platformation."



**Performance Highlights for the quarter:**

• **Consolidated:**

- Revenues at ₹427 Crores : decline of 33% QoQ;
- EBIDTA at ₹66 Crores : growth of 3% QoQ;
- PAT at ₹45 Crores : growth of 5% QoQ;
- Cash and equivalents of approximately ₹268 Crores (net of borrowings).

• **International IT Services:**

- Revenues at ₹235 crores; growth of 11% QoQ;
- EBIDTA at ₹53 Crores : growth of 6% QoQ;
- PAT at ₹37 Crores : growth of 7% QoQ;
- Addition of 10 new customers.

• **Domestic Products & Services :**

- Revenues at ₹200 crores : decline of 53% QoQ;
- EBIDTA at ₹14 Crores : decline of 7% QoQ;
- PAT at ₹8 Crores : decline of 2% QoQ;

**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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