

SONATA SOFTWARE LIMITED



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

11th February, 2016

National Stock Exchange of India Limited	BSE Limited
Listing Department	Listing Department
Exchange Plaza, 5 th Floor	P.J. Towers, Dalal Street
Bandra Kurla Complex	Mumbai 400 001
Bandra (E) Mumbai – 400 051	Stock Code - 532221
Stock Code - SONATSOFTW	

Dear Sir/Madam,

Sub: Press Release

We are forwarding herewith copy of press release dated 11th February 2016 announcing Sonata's Technology Infrastructure Group being recipient of an SAP® APJ Partner Excellence Award 2016 for Top Sell Partner.

Kindly take the same on record.

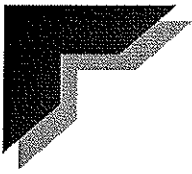
Thanking you,

Yours faithfully

For Sonata Software Limited

Priya Jaswani
Company Secretary

Encl: as above



Sonata's Technology Infrastructure Group receives SAP® APJ Partner Excellence Award 2016 for "Top Sell Partner"

Award Presented at SAP Field Kick-Off Meeting 2016

Singapore, February 11th, 2016

Singapore, January XX, 2016 – Sonata's Technology Infrastructure Group today announced it is the recipient of an SAP® APJ Partner Excellence Award 2016 for Top Sell Partner. Awards were presented by SAP (NYSE: SAP) to the top-performing SAP partners in the APJ region that have made outstanding contributions to driving our customers' digital transformation. Recipients of this year's awards have been – in partnership with SAP – helping customers adopt innovation easily, gain results rapidly, grow sustainably and run more simply with SAP solutions.

Sujit Mohanty, Head, Sonata's Technology Infrastructure Business, said, "It is an honor to receive the APJ Partner Excellence Award in the Top Sell Partner category from SAP. It has been a result of our continued commitment in enabling our EBM eco-system on newer SAP technologies and products which helped them become more competitive and win business. We saw our overall revenue grow by over 150% YoY. We are in line with the focus area of SAP worldwide on S/4HANA, where our revenues grew by about 120%. This is in accordance with our commitment to build growth on key areas which are a focus for SAP."

Selected from SAP's wide-ranging partner base, nominations for the SAP Partner Excellence Awards were based on internal SAP sales data. A steering committee composed of regional and global SAP representatives determined winning partners in each category according to numerous criteria such as sales achievement and performance. Awards were presented in a variety of categories, including overall sales, innovation, technology, services and solution-specific areas.

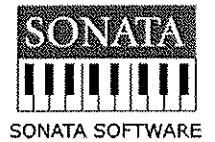
"SAP congratulates Sonata's Technology Infrastructure Group as the recipient of the SAP APJ Partner Excellence Award 2016 for Top Sell Partner," said Anthony McMahon, Senior Vice President, Global Channels & General Business, SAP APJ. "This award is a testament to the amazing work and value that Sonata's Technology Infrastructure Group continues to deliver. Together with our partners, we deliver simple solutions for growing companies. As we move into 2016, we look forward to continuing to support our partners to grow their opportunities with SAP and to jointly deliver value for our customers."

The SAP Master Value Added Reseller (mVAR) program is designed to allow partners to develop their own ecosystem of SAP innovation experts to create greater customer value and drive revenue. Sonata's Technology Infrastructure Group was the top revenue generating SAP mVAR for SAP in 2015, with a 120% year on year growth on SAP S/4HANA.

Sonata's Technology Infrastructure Group received its award during the SAP Field Kick-Off Meeting Singapore, an annual gathering of SAP executives, SAP field employees and partners. It is SAP's largest yearly sales meeting, intended to gain and exchange information on SAP's strategy, sales methodology, business growth opportunities and product innovations as well as drive success during the upcoming year.

About Sonata Software

Sonata Software is a global IT services & technology firm focused on catalysing transformational IT initiatives of its clients through deep domain knowledge, technology expertise and customer commitment. The company delivers innovative new solutions for Travel, Retail & Consumer Goods and Software Product Companies by



integrating technologies such as Omni-channel commerce, Mobility, Analytics, Cloud and ERP, to drive enhanced customer engagement, operations efficiency and return on IT investments. 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 who want to make an impact on their businesses, with IT.

For further information, please contact:

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