



Sonata Software - Consolidated Q3 FY13 Revenues at Rs. 395 Crores; Growth of 5% (QoQ)

Bangalore, Feb 12, 2013

Sonata Software, an IT consulting and software services provider, today reported its unaudited financial results for the quarter ended December 31, 2012.

Sonata Software Limited - Segmental Financial highlights

(INR 'Crores)

Revenues	Q3 - 12-13	Q2 - 12-13	Q3 - 11-12	QoQ	YoY
International IT Services	84.12	82.69	69.32	2%	21%
Domestic - Products & Services	311.21	289.70	341.39	7%	-9%
Consolidated *	395.33	378.01	410.71	5%	-4%
EBIDTA	Q3 - 12-13	Q2 - 12-13	Q3 - 11-12	QoQ	YoY
International IT Services	12.17	11.21	6.94	9%	75%
Domestic - Products & Services	7.10	5.70	(2.03)	25%	450%
Consolidated *	17.48	15.07	4.91	16%	256%
PAT	Q3 - 12-13	Q2 - 12-13	Q3 - 11-12	QoQ	YoY
International IT Services	6.11	5.05	3.12	21%	96%
Domestic - Products & Services	2.55	3.13	(3.83)	-19%	166%
Consolidated PAT Before Extra Ordinary Items *	8.65	8.18	(0.72)	6%	1303%
Extra Ordinary items					
(i) Loss on sale of subsidiary TUI InfoTec	-	(58.06)	-		
(ii) Profit/(loss) on TUI Info Tec	-	23.90	(6.15)		
Consolidated PAT after Extra Ordinary Items *	8.65	(25.98)	(6.87)		

* The above financials by segment are after appropriate intercompany adjustments.

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.

Result Highlights for the quarter

- Consolidated:**

- Revenues: QoQ growth of 5%.
- EBIDTA growth: 16% QoQ and 256% YoY.
- PAT growth: 6% QoQ and 1303% YoY.
- Cash reserves stood at INR 172 crores.



- **International IT Services:**

- Revenues in INR 84 Crores, a growth of 21% YoY.
- Revenue in USD 16 Million, a growth of 14% YoY.
- EBIDTA in INR 12.17 Crores, a growth of 75% YoY.
- PAT in INR 6.11 Crores, a growth of 96% YoY.

- **Domestic Products :**

- EBIDTA: in INR 7.10 Crores, a growth of 450% YoY.
- PAT: in INR 2.55 Crores, a growth of 166% YoY.

Speaking on the results Mr. Srikar Reddy, Managing Director & CEO of the Company said “Our continued efforts in offering a differentiated value proposition and offerings to our clients are beginning to show results. We continue to invest in new technologies and markets.”

Sonata has launched a number of technology initiatives in Q3 that includes:

- Setting up of a ‘New Technology Group’ with specific concentration on SMAC (Social, Mobility, Analytics & Big Data and Cloud).
- Sonata is developing a range of solutions based on Kinect sensor technologies and sentiment analysis tools which will have significant potential for its clients in Retail & Travel vertical.
- Sonata launched SUMWEB (Sonata Unified Mobile Web Enablement), a solution to accelerate mobile enablement of websites, which can be hosted on-premise and on cloud.
- As part of its overall Business Intelligence and Business Analytics Center of Excellence (CoE), Sonata has launched a range of service offerings around SAP Business Analytics which includes setting up of customer-specific SAP BOBJ CoEs, Data Integration services, Reports Migration factory, HANA based services and Mobile analytics.
- It signed a worldwide partnership with an enterprise social networking platform, to offer its clients best of social, mobile, cloud and analytics technologies. Sonata will offer a range of solutions on the social networking platform that which will help enterprises drive collaboration while improving employee productivity.
- In India, Sonata also partnered with TIBCO Software, a provider of infrastructure software, to distribute TIBCO’s software licenses in India, along with Sonata’s integration services.
- Partnership with a global technology major to set up a Center of Excellence (CoE) on its platform that will help Sonata offer comprehensive and high performance Business Intelligence (BI) and Business Analytics (BA) solutions to its clients, that includes - Consulting and Advisory Services, Proof of Concept, Implementation and Managed Services.
- Sonata was also featured in the Forrester (November 2012) report ‘Navigating the Microsoft Services Landscape’, where Forrester has highlighted that "Sonata Software is a leading provider of Microsoft AX and Azure services".



- In order to support its new technology initiatives and enhance its services to global customers, Sonata also expanded its geographical footprint by launching operations in Singapore and Sydney.

About Sonata Software Limited

Sonata Software, headquartered in Bangalore, India, is an IT consulting and software services company delivering transformational IT solutions through customer specific Centres of Excellence. Sonata serves Software Product Companies, and enterprises in the Travel, Manufacturing, Retail and Distribution verticals across the globe. Its key service lines include Business Intelligence and Analytics, Application Development Management (ADM), Mobility, Cloud, Social Media, Testing, Enterprise Services (ERP and CRM), and Infrastructure Management services. Sonata has strategic alliances with global technology majors like Microsoft, SAP, IBM, Oracle, and HP to deliver innovative solutions.

Sonata operates globally through its subsidiaries and affiliates that include (1) Sonata Software North America Inc, which provides development and consulting services to clients using an Onsite-Offshore Delivery Model, (2) Sonata Software FZ LLC – Sonata’s fully-owned subsidiary IT solutions to customers in the Middle East, (3) Sonata Software (Qatar) LLC – Sonata’s Joint Venture with Mohammad Nasser Abdullah Al MISNAD and (4) Sonata Information Technology Limited, which is a premier software services and product distribution company with India-focused business operations.

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