

Sonata Software - Consolidated Q3 FY14 Revenues at ₹387 Crores, and PAT of ₹21.62 Crores a YoY growth of 150%

Bangalore, Feb 8, 2014

Sonata Software, an IT consulting and software services provider, today reported its unaudited financial results for the quarter ended December 31, 2013.

Sonata Software Limited - Financial highlights							in ₹ Crores	
Description	For the Quarter ended				YoY	For Nine months ended		YoY
	31.12.2013	30.9.2013	QoQ	31.12.2012		31.12.2013	31.12.2012	
Revenues								
International IT Services	127.69	119.53	7%	84.12	52%	349.56	247.29	41%
Domestic- Products & Services	261.63	305.49	-14%	312.18	-16%	878.05	806.60	9%
Consolidated	387.09	425.01	-9%	395.29	-2%	1,225.27	1,051.91	16%
EBITDA								
International IT Services	25.80	19.63	31%	12.17	112%	57.67	33.08	74%
Domestic- Products & Services	8.05	7.00	15%	7.10	13%	27.04 #	16.06	68%
Consolidated	32.63	26.08	25%	17.48	87%	82.45	43.99	87%
PAT								
International IT Services	17.51	14.25	23%	6.11	187%	40.01	16.46	143%
Domestic- Products & Services	4.11	3.81	8%	2.55	61%	14.19	6.57	116%
Consolidated	21.62	18.05	20%	8.65	150%	54.20	23.04	135%
# Includes exceptional Interest income of ₹6.83 crores received on Income-Tax refund and consequent effect on PAT, during the quarter ended 30.6.2013.								

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Speaking on the results Mr. Srikar Reddy, Managing Director & CEO of the Company said "We are delighted that the growth momentum seen in our performance reinforces our belief that our strategy of transforming our clients' businesses through deep domain knowledge, client commitment and applying technologies like social media marketing, mobile, big data analytics and cloud is working."

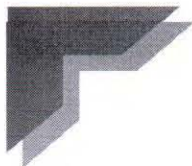
Performance Highlights:

• Consolidated:

- EPS for the quarter was ₹2.06, an improvement of 20% QoQ and 109% YoY. For 9 months ended it was ₹5.15 (Previous year – (₹3.33))
- EBITDA at ₹32.63 Crores - growth of 25% QoQ and 87% YoY;
- PAT at ₹21.62 Crores - growth of 20% QoQ and 150% YoY;
- RONW at 23.2 %, up by 3%;
- Cash and equivalents of ₹195 Crores;

• International IT Services:

- Revenue at ₹127.69 Crores - growth of 7% QoQ and 52% YoY;
- EBITDA at ₹25.80 Crores - growth of 31% QoQ and 112% YoY;
- PAT at ₹17.51 Crores - growth of 23% on QoQ and 187% on YoY;



- Utilization for the quarter stood at 83%;
- Addition of 3 new customers.

• **Domestic Products & Services :**

- EBITDA at ₹ 8.05 Crores – growth of 15% QoQ and 13% YoY;
- PAT at ₹4.11 Crores – growth of 8% QoQ and 61% 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.

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