



Sonata Software - Consolidated Q1 FY14 Revenues at ₹413 Crores with PAT of ₹14.52 Crores, QoQ growth of 59% in revenues and 108% in PAT

Mumbai, Aug 7, 2013

Sonata Software, an IT consulting and software services provider, today reported its unaudited financial results for the quarter ended June 30, 2013.

Sonata Software Limited - Financial highlights					
₹ (in 'Crores)					
Description	For the Quarter ended			QoQ	YoY
	30.6.2013*	31.03.2013*	30.6.2012**		
Revenues					
International IT Services	102.33	88.08	80.49	16%	27%
Domestic- Products & Services	310.93	171.14	203.97	82%	52%
Consolidated #	413.17	259.18	284.46	59%	45%
EBITDA					
International IT Services	12.23	10.12	9.68	21%	26%
Domestic- Products & Services ##	11.98	6.27	3.26	91%	268%
Consolidated #	23.74	15.50	11.43	53%	108%
PAT					
International IT Services	8.24	4.10	5.30	101%	55%
Domestic- Products & Services	6.28	2.87	0.90	119%	598%
Consolidated #	14.52	6.97	6.20	108%	134%

Consolidated financial numbers include all Sonata subsidiaries and are after appropriate intercompany adjustments.

* Numbers are for Continuing operations of the Company (TUI InfoTec GmbH the erstwhile 50.1% owned step-down subsidiary of the Company was divested on September 30, 2012).

** Previous year numbers have been recast to exclude results of TUI InfoTec GmbH for effective comparison.

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

Highlights for the quarter:

• Consolidated results:

- Revenues at ₹413 Crores - growth of 59% on QoQ and 45% on YoY basis;
- EBITDA at ₹23.74 Crores - growth of 53% on QoQ and 108% on YoY basis;
- PAT is at ₹14.52 Crores - growth of 108% on QoQ and 134% on YoY basis;
- Cash reserves (net of borrowings) is ₹179 Crores.

• International IT Services:

- Revenue at ₹102.33 Crores - growth of 16% on QoQ and 27% on YoY basis;
- EBITDA of ₹12.23 Crores - growth of 21% on QoQ and 26% on YoY basis;
- PAT of ₹8.24 Crores - growth of 101% on QoQ and 55% on YoY basis;
- 6 new customers added during the quarter.



- **Domestic Products & Services :**

- Revenue of ₹310.93 Crores - growth of 82% on QoQ and 52% on YoY basis;
- EBITDA of ₹11.98 Crores - growth of 91% on QoQ and 268% on YoY basis;
- PAT of ₹6.28 Crores - growth of 119% on QoQ and 598% on YoY basis.

Speaking on the results Mr. Srikar Reddy, Managing Director & CEO of the Company said “The investments we have made on sales & marketing, new technologies, and account management continue to show results. We will continue to stay focused on enhancing customer experience and investing in our people”.

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 Centers 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.

For further information, please contact:

Swati Sengupta
Sonata Software Limited
A.P.S. Trust Building,
Bull Temple Road, N.R. Colony
Basavanagudi,
Bangalore 560019, India
Tel : +91 80 30971999
swati.sengupta@sonata-software.com