Sonata Software - Consolidated FY13 Revenues at ` 1,311 Crores; a year over year growth of 23%

Board recommends a final dividend of ` 1.25 per share taking the total for the year to ` 1.75.

Mumbai, May 30, 2013

Sonata Software, an IT consulting and software services provider, today reported its audited financial results for the year ended March 31, 2013.

Sonata Software Limited - Segmental Financial highlights *` (in 'Crores)*

Description	For the Quarter ended 31.3.2013	For the Quarter ended 31.12.2012	For the Quarter ended 31.3.2012	QoQ	YoY	For the Year ended 31.3.2013*	For the Year ended 31.3.2012**	YoY
Revenues								
International IT Services	88.08	84.17	66.95	5%	32%	335.38	276.67	21%
Domestic- Products & Services	171.14	312.18	137.59	-45%	24%	977.73	793.52	23%
Consolidated #	259.18	395.33	204.48	-34%	27%	1,311.09	1,068.79	23%
EBITDA								
International IT Services	10.12	12.20	(0.15)	-17%	7012%	43.20	37.57	15%
Domestic- Products & Services	6.27	7.10	1.28	-12%	389%	22.33	3.00	644%
Consolidated #	15.50	17.48	(0.65)	-11%	2470%	59.49	34.78	71%
PAT								
International IT Services	4.10	6.11	(2.66)	-33%	254%	20.56	20.35	1%
Domestic- Products & Services	2.87	2.55	(4.09)	13%	170%	9.44	(9.74)	197%
Consolidated PAT Before exceptional items #	6.97	8.65	(6.75)	-19%	203%	30.00	10.61	183%
Exceptional items of Discontinued Operations of subsidiary:								
(i) Loss on sale of subsidiary TUI InfoTec	-					(58.06)		
(ii) Loss after tax on TUI InfoTec	-		(6.90)				(13.20)	
Consolidated PAT after Exceptional Items #	6.97	8.65	(13.65)			(28.05)	(2.59)	

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.
* These numbers are for the Continuing operations, and thus, are after the de-consolidation of the financials of TUI InfoTec GmbH the erstwhile step-down subsidiary of the Company. The 50.1% shareholding in the TUI InfoTec GmbH was divested on 30th September, 2012.
** Re-casted numbers of previous year excluding results of TUI InfoTec GmbH. Re-cast done for effective comparison between the continuing business in the current year to the previous.

Highlights for the Year and quarter for continuing operations:

- ***Consolidated results:***

  - Annual Revenues at ` 1,311 Crores showing a YoY growth of 23% for the year and 27% for the quarter;
  - EBIDTA at `59.49 Crores showing a YoY growth of 71% for the year;
  - PAT before exceptional items is at `30 Crores a YoY growth of 183% for the year;
  - Cash reserves (net of borrowings) of `140 Crores.

- ***International IT Services:***

  - Revenue growth YoY of 21% for the year and 32% for the quarter;
  - EBITDA of ` 43.20 crores showing a YoY growth of 15% for the year;
  - PAT of ` 20.56. On a YoY basis growth was flat at 1%.

- **D*omestic Products & Services :***

  - Revenue of ` 977.73 crores showing a YoY growth of 23% for the year and 24% for the quarter;
  - EBITDA of ` 22.33 crores showing a YoY growth of 644% for the year and 389% for the quarter;
  - PAT ` 9.44 crores showing a YoY growth of 197% for the year and 170% for the quarter.

Consolidated revenues in continuing operations have recorded highest ever revenues since inception at Rs 1,311 crores. Breaking away from the previous year, the Company has returned to healthy profits after tax on a consolidated basis at Rs. 30 crores. The Company achieved the above turnaround through:

a) Divestment of its loss making Joint Venture - TUI InfoTec GmbH;
b) Completely restructuring the Domestic products and services business by re-aligning and changing the product mix and controlled write offs; and
c) Stabilising the Software services business and subsequently driving growth and profitability in the same.

The Company delivered on its focus for the year – "Stability and Growth". Efforts during the year largely revolved around investments in existing customers and building on the Company's existing verticals and strengths. Further, even while executing the turnaround to ensure future growth, the Company invested in areas of new technology such as Mobility, Analytics, Cloud and Social media. Existing partnerships and alliance with large technology majors like Microsoft, Oracle and SAP were strengthened and new alliances made with leaders like TIBCO (for enterprise social media), hybris (e-commerce), etc.

Speaking on the results Mr. Srikar Reddy, Managing Director & CEO of the Company said "We are pleased with the progress we have made in the last financial year. This has been the result of a committed team focused on delivering excellence. We will continue to stay razor sharp focused on this aspect and by investing in verticals of choice and technologies like, Social, Cloud, Big Data and Analytics, and Mobile.

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.

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