



Sonata Software - Consolidated annual FY14 Revenues at ₹1,566 Crores, PAT of ₹78 Crores, 159% growth. Board recommends final dividend of ₹2.75 per share taking the total for the year to ₹3.75

Mumbai, May 26, 2014

Sonata Software, an IT consulting and software services provider, today reported its audited financial results for the quarter and year ended March 31, 2014.

Sonata Software Limited - Financial highlights							in ₹ Crores	
Description	For the Quarter ended				YoY	For the Year ended		YoY
	31-Mar-14	31-Dec-13	QoQ	31-Mar-13		31-Mar-14	31-Mar-13	
Revenues								
International IT Services	133.93	127.69	5%	88.08	52%	483.58	335.38	45%
Domestic- Products & Services	206.78	261.63	-21%	171.14	21%	1,084.74	977.73	11%
Consolidated *	340.71	387.09	-12%	259.18	31%	1,565.97	1,311.09	19%
EBITDA								
International IT Services	27.16	25.80	5%	10.12	168%	84.82	43.20	96%
Domestic- Products & Services	8.12	8.05	1%	6.27	30%	35.15	# 22.33	57%
Consolidated *	35.02	32.63	7%	15.50	126%	117.48	59.49	97%
PAT								
International IT Services	18.54	17.51	6%	4.10	352%	58.55	20.56	184%
Domestic- Products & Services	5.03	4.11	22%	2.87	75%	19.22	9.44	104%
Consolidated *	23.57	21.62	9%	6.97	239%	77.77	30.00	159%
# Includes "exceptional Item" Interest income of ₹6.83 crores received on Income-Tax refund during the year.								

The Company has recorded all time high revenues and profits on both a consolidated basis and also individually in each of two segments it operates in. Both the segments have recorded significant YoY and QoQ growth in its financial results.

Speaking on the results Mr. Srikar Reddy, Managing Director & CEO of the Company said “We are delighted with the progress we have made in the last financial year. The results are a reflection that our strategy of focusing on select verticals and delivering deep customer value through domain expertise and enhancing customer facing business process through digital transformation technologies like mobile, social, analytics, is bearing fruit. We believe the same razor sharp focus and working with our key technology partners will sustain our growth momentum”.



Performance Highlights:

- **Consolidated:**

- Revenues at an all-time high of ₹ 1,566 crores : YoY growth of 19%;
- EBITDA at ₹117 Crores : YoY growth of 97%;
- PAT at ₹78 Crores : YoY growth of 159%;
- EPS for the year of ₹7.40 (Previous year: ₹-2.67).
- Cash and equivalents of approximately ₹240 Crores.

- **International IT Services:**

- Revenue at ₹484 Crores : YoY growth of 44% and 29% in constant currency of US\$;
- EBITDA at ₹85 Crores: YoY growth of 96%;
- PAT at ₹58 Crores: YoY growth of 184%;
- Addition of 21 new customers during the year.

- **Domestic Products & Services :**

- Revenue at ₹1085 Crores : growth of 11% YoY;
- EBITDA at ₹35 Crores: growth of 57% YoY;
- PAT at ₹19 Crores: growth of 104% 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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