



Sonata Software - Consolidated Q2 FY14 Revenues at ₹425 Crores with PAT of ₹18.05 Crores Declares Interim Dividend of Re 1 per share (100% on face value of Re 1/- per share)

Mumbai, Nov 12, 2013

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

Sonata Software Limited - Financial highlights						in ₹ Crores		
Description	For the Quarter ended			QoQ	YoY	For half Year ended		YoY
	30.9.2013	30.6.2013	30.9.2012*			30.9.2013	30.9.2012*	
Revenues								
International IT Services	119.53	102.33	80.73	17%	48%	221.87	163.18	36%
Domestic- Products & Services	305.49	310.93	290.45	-2%	5%	616.42	494.42	25%
Consolidated	425.01	413.17	370.21	3%	15%	838.18	656.63	28%
EBITDA								
International IT Services	19.63	12.23	11.21	60%	75%	31.86	20.91	52%
Domestic- Products & Services @	7.00	11.98	5.70	-42%	23%	18.98	8.96	112%
Consolidated	26.07	23.74	15.07	10%	73%	49.81	26.51	88%
PAT								
International IT Services	14.25	8.24	5.05	73%	182%	22.49	10.33	118%
Domestic- Products & Services	3.81	6.28	3.13	-39%	22%	10.09	4.03	150%
Consolidated	18.05	14.52	8.18	24%	121%	32.58	14.36	127%

Consolidated numbers are after appropriate intercompany adjustments.

* Previous year numbers recast to exclude results of the erstwhile subsidiary - TUI InfoTec GmbH

@ Includes "exceptional income" - Interest of ₹ 6.83 crores on Income-Tax refund received during the quarter ended 30.6.2013.

Financial Highlights:

- Consolidated:**

- Revenues at ₹425 Crores (Highest ever) - Growth of 3% on QoQ and 15% on YoY basis;
- EBITDA at ₹26.07 Crores - Growth of 10% on QoQ and 73% on YoY basis;
- PAT is at ₹18.05 Crores - Growth of 24% on QoQ and 121% on YoY basis;
- Cash reserves is ₹134.19 Crores.

- International IT Services:**

- Revenue at ₹119.53 Crores - Growth of 17% on QoQ and 48% on YoY basis;
- EBITDA of ₹19.63 Crores - Growth of 60% on QoQ and 75% on YoY basis;
- PAT of ₹14.25 Crores - Growth of 73% on QoQ and 182% on YoY basis;



➤ Added 8 new customers during the quarter across technology areas.

• **Domestic Products & Services :**

- EBITDA (before exceptional income) of ₹ 7 Crores – Growth of 36% on QoQ and 23% on YoY basis;
- PAT (before exceptional income) of ₹3.81 Crores – Growth of 115% on QoQ and 22% on YoY basis;

Speaking on the results Mr. Srikar Reddy, Managing Director & CEO of the Company said “We are pleased that our new strategy to deliver value to our clients’ businesses through technology led solutions is reflecting in our financial performance. As announced in many forums we continue to invest in strengthening value delivery through deep technology capability and commitment to long term sustained client relationships, new management talent and by building capability in a strategic mix of verticals and horizontal technology offerings of importance”.

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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