



## Sonata Software - Consolidated Q3 FY18 PAT at ₹ 64 Crores; 30% YoY growth.

Bangalore, February 8, 2019

Sonata Software, a global IT services and technology solutions company, today reported its unaudited financial results for its 3<sup>rd</sup> quarter ended and nine months ended 31<sup>st</sup> December 2018.

Description	in ₹ Crores							
	For the Quarter ended					For the nine months ended		
	31-Dec-18	30-Sep-18	31-Dec-17	QoQ	YoY	31-Dec-18	31-Dec-17	YoY
<b>Revenues</b>								
International IT Services	284.0	275.3	240.8	3%	18%	816.4	686.7	19%
Domestic- Products & Services	563.2	325.9	530.3	73%	6%	1,326.3	1,158.1	15%
Consolidated	844.0	593.1	766.7	42%	10%	2,125.4	1,828.1	16%
<b>EBITDA</b>								
International IT Services	76.0	73.5	56.8	3%	34%	216.2	159.3	36%
Domestic- Products & Services	19.5	17.7	15.4	10%	26%	53.9	44.6	21%
Consolidated	95.1	90.7	71.6	5%	33%	268.8	202.2	33%
<b>PAT</b>								
International IT Services	52.1	51.2	40.1	2%	30%	150.6	111.7	35%
Domestic- Products & Services	12.0	11.0	9.2	9%	31%	33.4	26.1	28%
Consolidated	64.1	62.2	49.3	3%	30%	183.9	137.8	33%

Speaking on the results Mr. Srikar Reddy, Managing Director & CEO of the Company said-

We continue to execute on our strategy to be a digital transformation partner through our unique Platformation™ methodology. In line with this strategy we made two acquisitions last quarter - Scalable Data Systems and Sopris Systems - both will strengthen our position as a strong Dynamics 365 partner globally.

Our investments in our IP, Brick and Click, Modern Distribution, Halosys and Rezopia and new technologies like RPA, AI, ML, and Platform Engineering for the Cloud, continue to differentiate us in our core verticals of Retail, Travel, CPG, Distribution and ISVs.



### Performance Highlights for the quarter:

- **Consolidated:**

- Revenues at ₹ 844 Crores : growth of 42% QoQ;
- EBITDA at ₹ 95 Crores : growth of 5% QoQ;
- PAT at ₹ 64 Crores : growth of 3% QoQ;
- Cash and equivalents of approximately ₹ 341 Crores (net of borrowings).

- **International IT Services:**

- Revenues at ₹ 284 crores; growth of 3% QoQ;
- EBITDA at ₹ 76 Crores : growth of 3% QoQ;
- PAT at ₹ 52 Crores : growth of 2% QoQ;
- Addition of 9 new customers.

- **Domestic Products & Services :**

- Revenues at ₹ 563 crores : growth of 73% QoQ;
- EBITDA at ₹ 20 Crores : growth of 10% QoQ;
- PAT at ₹ 12 Crores : growth of 9% QoQ;

### About Sonata Software

Sonata Software is a global IT solutions firm focused on catalysing business transformation initiatives of its clients through deep domain knowledge, technology expertise and customer commitment. The company delivers strategic technology solutions for Travel, Retail & Distribution and Software Product companies to drive enhanced customer engagement, operations efficiency and return on IT investments. Sonata brings its own proprietary platforms, products and services in digital technology areas such as Omni-channel commerce, Mobility, Analytics, Cloud and ERP to enable speed and reliability of IT led innovation. A trusted long-term service provider to Fortune 500 companies across both the software product development and enterprise business segments, Sonata seeks to add differentiated value to leadership to those who want to make an impact on their businesses, with IT.

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