



Sonata Software - Consolidated Q2 FY16 PAT at ₹ 39 Crores, quarterly PAT growth of 26% YoY. Board to consider interim dividend of ₹ 3.50 per share at its meeting to be held on November 6, 2015

Mumbai, November 2, 2015

Sonata Software, a global IT services and technology solutions company, today reported its unaudited financial results for its 2nd quarter and Half year ended September 30, 2015.

Description	in ₹ Crores							
	For the Quarter ended					For the half year ended		
	30-Sep-15	30-Jun-15	30-Sep-14	QoQ	YoY	30-Sep-15	30-Sep-14	YoY
Revenues								
International IT Services	170.7	165.6	148.8	3%	15%	336.3	288.5	17%
Domestic- Products & Services	231.6	319.1	260.7	-27%	-11%	550.7	544.3	1%
Consolidated	398.4	479.2	405.5	-17%	-2%	877.6	822.7	7%
EBITDA								
International IT Services	45.3	42.3	35.6	7%	27%	87.5	71.1	23%
Domestic- Products & Services *	14.2	14.4	9.4	-2%	51%	28.6	18.2	57%
Consolidated *	58.8	55.7	44.5	5%	32%	114.5	88.7	29%
PAT								
International IT Services	31.0	29.8	25.4	4%	22%	60.8	51.7	18%
Domestic- Products & Services	8.4	8.4	5.7	0.1%	46%	16.7	11.4	46%
Consolidated	39.3	38.2	31.1	3%	26%	77.5	63.2	23%

* Includes "exceptional Item" Interest income of ₹ 2.7 crores & ₹ 0.96 crores received in Q1 & Q2 of FY2015-16 respectively and ₹ 1.6 crores during Q1 of FY2014-15, on Income-Tax refund received.



The above results for the period ended September 30, 2015 includes results of the recently acquired company: Halosys Technologies Inc., USA from the date of acquisition - September 11, 2015.

Sonata Software North America Inc. has entered into a definitive agreement on October 29, 2015 to acquire 100% stake in Interactive Business Information Systems, Inc. (IBIS), a Georgia company which has strategic partnership with Microsoft for the Dynamics solution and delivers world-class supply chain solutions, including its proprietary Advanced Supply Chain Software solution.

Speaking on the results Mr. Srikar Reddy, Managing Director & CEO of the Company said “ The performance of the Company is the result of its continued focus on digital transformation of their client’s business in retail, travel, Distribution and ISV segment by making their businesses digital ready through a combination of core IP



and Consulting services. The strategic acquisitions concluded in recent months including Halosys in mobility and IBIS Inc in Dynamics supply chain solutions, should further help us sustain this trend.

Performance Highlights for the quarter:

• **Consolidated:**

- EBIDTA at ₹59 Crores : growth of 5% QoQ and 32% YoY;
- PAT at ₹39 Crores : growth of 3% QoQ and 26% YoY;
- Cash and equivalents of approximately ₹212 Crores.

• **International IT Services:**

- Revenues in USD terms : \$26 million.
- EBIDTA at ₹45 Crores : growth of 7% QoQ and 27% YoY;
- PAT at ₹31 Crores : growth of 4% QoQ and 22% YoY;
- Addition of 8 new customers.

• **Domestic Products & Services :**

- EBIDTA at ₹14 Crores : decline of 2% QoQ but growth of 51% YoY;
- PAT at ₹8 Crores : flat QoQ but growth of 46% YoY;

Based on the assessment of the financial performance of the Company, the Board at the meeting, suggested that an interim dividend of ₹ 3.50 per share be considered at a meeting of the Board to be held on November 6, 2015.

About Sonata Software

Sonata Software is a global IT services firm focused on catalysing transformational IT initiatives of its clients through deep domain knowledge, technology expertise and customer commitment. The company delivers innovative new solutions for Travel, Retail & Consumer Goods and Software Product Companies by integrating technologies such as Omni-channel commerce, Mobility, Analytics, Cloud and ERP, to drive enhanced customer engagement, operations efficiency and return on IT investments. 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 who want to make an impact on their businesses, with IT.

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