



## Sonata Software - Consolidated Q3 FY17 International Services Revenues at ₹206 Crores growth of 14% YoY

Bengaluru, February 03, 2017

Sonata Software, a global IT services and technology solutions company, today reported its unaudited financial results for its 3<sup>rd</sup> quarter ended 31<sup>st</sup> December, 2016.

Description	in ₹ Crores							
	For the Quarter ended					For the nine months ended		
	31-Dec-16	30-Sep-16	31-Dec-15	QoQ	YoY	31-Dec-16	31-Dec-15	YoY
<b>Revenues</b>								
International IT Services	206.5	209.1	181.5	-1%	14%	611.4	517.8	18%
Domestic- Products & Services	415.7	317.4	343.8	31%	21%	1,222.4	894.5	37%
Consolidated	612.6	522.5	522.0	17%	17%	1,812.8	1,399.6	30%
<b>EBITDA</b>								
International IT Services	48.0	45.5	49.3	6%	-3%	135.1	136.8	-1%
Domestic- Products & Services *	14.9	14.2	15.0	5%	-1%	44.3	43.5	2%
Consolidated *	62.2	59.0	63.15	5%	-2%	177.5	177.7	0%
<b>PAT</b>								
International IT Services	30.5	29.6	31.6	3%	-4%	88.1	92.4	-5%
Domestic- Products & Services	8.2	8.2	8.6	0%	-5%	25.2	25.4	0%
Consolidated	38.7	37.8	40.2	2%	-4%	113.3	117.8	-4%
* Includes "exceptional Item" Interest income received on Income-Tax refund of ₹2.09 crores in Q1 FY2016-17 (of which ₹1.11 crore relates to Domestic and balance ₹0.97 crore relates to International) and ₹3.68 crores for 9 months in FY2015-16 (relating to Domestic)								

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

“Revenues continued to grow driven by growth in existing clients and acquisition of new clients. It is a reflection of our strategy forward on key vertical offerings and digital platformation strategy based on IP and differentiated services. “



### Performance Highlights for the quarter:

- **Consolidated:**

- Revenues at ₹613 Crores: growth of 17% QoQ;
- EBIDTA at ₹62 Crores: growth of 5% QoQ;
- PAT at ₹39 Crores : growth of 2% QoQ;
- Cash and equivalents of approximately ₹198 Crores (net of borrowings).

- **International IT Services:**

- Revenues at ₹206 crores : decline of 1% QoQ;
- EBIDTA at ₹48 Crores: growth of 6% QoQ;
- PAT at ₹30 Crores : growth of 3% QoQ;

- **Domestic Products & Services :**

- Revenues at ₹416 crores: growth of 31% QoQ;
- EBIDTA at ₹15 Crores: growth of 5% QoQ;
- PAT at ₹8 Crores;

### 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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