



## Sonata Software - Consolidated Q1 FY17 Revenues at ₹678 Crores and PAT at ₹37 Crores

Mumbai, August 8, 2016

Sonata Software, a global IT services and technology solutions company, today reported its unaudited financial results for its 1<sup>st</sup> quarter ended June 30, 2016.

<i>in ₹ Crores</i>					
<i>Description</i>	<i>For the Quarter ended</i>				<i>YoY</i>
	<i>30/Jun/16</i>	<i>31/Mar/16</i>	<i>QoQ</i>	<i>30/Jun/15</i>	
<b>Revenues</b>					
International IT Services	195.7	189.0	4%	165.6	18%
Domestic- Products & Services	489.3	355.6	38%	319.1	53%
Consolidated	677.8	540.9	25%	479.2	41%
<b>EBITDA</b>					
International IT Services *	44.0	46.2	-5%	42.8	3%
Domestic- Products & Services *	15.3	14.9	2%	14.4	6%
Consolidated *	58.5	60.4	-3%	56.2	4%
<b>PAT</b>					
International IT Services	28.0	32.3	-13%	29.8	-6%
Domestic- Products & Services	8.8	8.6	3%	8.4	5%
Consolidated	36.8	40.8	-10%	38.2	-4%
<i>* Includes "exceptional Item" Interest income received on Income-Tax refund of ₹2.08 crores in Q1 of FY2016-17 (of which Domestic relates to ₹1.11 crore and balance ₹ 0.97 crore relates to International), and ₹2.72 crores in Q1 of FY2015-16 (relating to Domestic).</i>					

Speaking on the results Mr. Srikar Reddy, Managing Director & CEO of the Company said “The quarter saw good top line performance across business divisions. This is a result of our execution of our IP led strategy of being a digital transformation partner across all our verticals and focus on digital technologies. The M& A done in the past have helped us attain a differentiated position as a partner for digital platforms. Another highlight was that two of our industry specific solutions for retail and distribution have become available on Microsoft’s AppSource that is an exciting emerging model for cloud based enterprise solutions”.



### Performance Highlights for the quarter:

- **Consolidated:**

- Revenues at ₹678 Crores : growth of 41% YoY;
- EBIDTA at ₹58 Crores : growth of 4% YoY;
- PAT at ₹37 Crores : decline of 4% YoY;
- Cash and equivalents of approximately ₹201 Crores (net of borrowings).

- **International IT Services:**

- Revenues at ₹196 crores : growth of 18% YoY;
- EBIDTA at ₹44 Crores : growth of 3% YoY;
- PAT at ₹28 Crores : decline of 6% YoY;
- Addition of 6 new customers.
- Showcased retail products including Brick & Click and other solutions for retailers at “ReTechCon” event held in Mumbai, India.
- Two solutions have been made available on Microsoft’s AppSource on cloud viz., “Advanced Supply Chain Software” for Dynamics Ax and “Brick & Click Retail Solution”.

- **Domestic Products & Services :**

- Revenues at ₹489 crores : growth of 53% YoY;
- EBIDTA at ₹15 Crores : growth of 6% YoY;
- PAT at ₹9 Crores : growth of 5% YoY;
- Received award: “2016 Microsoft Country Partner of the year for India”, for demonstrating excellence in innovation and implementation of customer solutions based on Microsoft technology.

### 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.

### For further information, please contact:

Anuj Kumar Saxena  
Sonata Software Limited  
CIN- L72200MH1994PLC082110  
A.P.S. Trust Building,  
Bull Temple Road, N.R. Colony  
Bangalore 560019, India  
Tel: +91 80 67781999  
[anujkumar.s@sonata-software.com](mailto:anujkumar.s@sonata-software.com)