



Sonata Software - FY17 International Services Revenues at ` 815 Crores growth of 15% YoY; Board has recommended final dividend of ` 5.50 per share at its meeting held today.

Mumbai, May 29, 2017

Sonata Software, an IT consulting and software services provider, today reported its audited financial results for the quarter and year ended March 31, 2017.

Description	For the Quarter ended					For the Year ended		
	31/Mar/17	31/Dec/16	QoQ	31/Mar/16	YoY	31/Mar/17	31/Mar/16	YoY
<i>in ` Crores</i>								
Revenues								
International IT Services	204.0	206.5	-1%	189.0	8%	815.4	706.8	15%
Domestic- Products & Services	511.8	415.7	23%	355.6	44%	1,734.1	1,250.1	39%
Consolidated	708.3	612.6	16%	540.9	31%	2,521.1	1,940.5	30%
EBITDA								
International IT Services	47.6	48.0	-1%	46.2	3%	185.0	184.3	-
Domestic- Products & Services	14.0	14.9	-6%	14.9	-6%	58.3 *	58.4 *	-
Consolidated	60.7	62.2	-2%	60.4	1%	240.3 *	239.4 *	-
PAT								
International IT Services	32.0	30.5	5%	32.3	-1%	120.1	124.7	-4%
Domestic- Products & Services	8.4	8.2	3%	8.6	-2%	33.6	33.9	-1%
Consolidated	40.4	38.7	5%	40.8	-1%	153.7	158.6	-3%
* Includes "exceptional Item" Interest income received of ` 7.7 crores during FY2016-17 as against ` 3.7 crores in FY 2015-16 on Income-Tax refunds.								



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

"The sustained strong revenue growth ahead of the industry is a reflection of the significant investments we have made in the recent years on acquiring and building differentiated IP and Platforms for our focus industry verticals of Retail, Distribution, Travel and Software solutions. This has helped us to emerge as a preferred and strategic Platformation partner for our customers. We continue to invest on IP development and go-to-market initiatives with a stronger team as well as business development activities which has caused a slight dip in our profit after tax, the benefits of which is expected to yield in future.

We continue to focus on growth and investments despite difficult market conditions, as we believe that it is important to capture a strong position in the IT Solutions space by Digital transformation through Platformation. We believe this will help us to stay ahead in meeting the needs of the market and satisfying our customers."



Performance Highlights for the quarter:

- **Consolidated:**

- Revenues for the quarter at ` 708 crores : YoY growth of 31% for the quarter;
- EBIDTA for the quarter at ` 61 Crores : YoY growth of 1% for the quarter;
- PAT for the quarter at ` 40 Crores;
- EPS for the year of ` 14.62 (Previous year: ` 15.08);
- Cash and equivalents of approximately ` 311 Crores (net of borrowings).

- **International IT Services:**

- Revenues for the quarter at ` 204 crores : YoY growth of 8% for the quarter;
- EBIDTA for the quarter at ` 48 Crores : YoY growth of 3% for the quarter;
- PAT for the quarter at ` 32 Crores;
- Addition of 6 new customers for the quarter and 20 new customers for the year.

- **Domestic Products & Services :**

- Revenues for the quarter at ` 512 crores : YoY growth of 44% for the quarter;
- EBIDTA for the quarter at ` 14 Crores;
- PAT for the quarter at ` 8 Crores;

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.

For further information, please contact:

Anoop Janardanan
Sonata Software Limited
CIN- L72200MH1994PLC082110
A.P.S. Trust Building,
Bull Temple Road, N.R. Colony
Bangalore 560019, India
Tel: +91 80 67781999
anoop.j@sonata-software.com