

Sonata Software - Consolidated Q2 FY19-20 PAT at ₹ 72 Crores; 16 % YoY growth, declares interim dividend of ₹ 5.75 per share

Mumbai, October 30, 2019

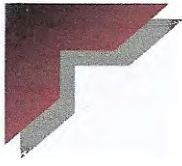
Sonata Software, a global IT services and technology solutions company, today reported its unaudited financial results for its 2nd quarter and six months ended 30thSeptember, 2019.

Description	₹ in Crores							
	For the Quarter ended					For the half year ended		
	30-Sep-19	30-Jun-19	30-Sep-18	QoQ	YoY	30-Sep-19	30-Sep-18	YoY
Revenues								
International IT Services	312.6	304.5	275.3	3%	14%	617.1	532.4	16%
Domestic- Products & Services	399.1	574.1	325.9	-30%	22%	973.2	763.1	28%
Consolidated	703.1	874.6	593.1	-20%	19%	1,577.7	1,281.4	23%
EBITDA								
International IT Services	89.5	84.4	73.5	6%	22%	173.9	140.1	24%
Domestic- Products & Services	22.5	22.4	17.7	1%	27%	44.9	34.4	31%
Consolidated	111.4	106.4	90.7	5%	23%	217.7	173.8	25%
PAT								
International IT Services	56.1	53.4	51.2	5%	10%	109.5	98.5	11%
Domestic- Products & Services	16.1	13.7	11.0	18%	46%	29.8	21.4	39%
Consolidated	72.2	67.1	62.2	8%	16%	139.3	119.8	16%

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

The continued growth in revenues and profits have been the result of our focus of being a digital transformation partner through our unique proprietary Platformation methodology and our strategy of IP led differentiation, focus on verticals like Retail, Distribution, CPG, ISVS and new technologies. We continue to see increased momentum in the market with addition of new marquee clients and strong pipeline.

The acquisitions we made i.e. Sopris and Scalable are showing promise and with the commodity industry and services industry capabilities.



Performance Highlights for the quarter:

- **Consolidated:**

- Revenues at ₹ 703 Crores ;
- EBITDA at ₹ 111 Crores : growth of 5% QoQ;
- PAT at ₹ 72 Crores : growth of 8% QoQ;
- Cash and cash equivalents ₹ 280 Crores.

- **International IT Services:**

- Revenues at ₹ 313 crores; growth of 3% QoQ;
- EBITDA at ₹ 90 Crores : growth of 6% QoQ;
- PAT at ₹ 56 Crores : growth of 5% QoQ;
- Addition of 7 new customers.

- **Domestic Products & Services :**

- Revenues at ₹ 399 crores;
- EBITDA at ₹ 23 Crores;
- PAT at ₹ 16 Crores : growth of 18% QoQ;

About Sonata Software

Sonata is a global technology company, that enables successful platform based digital transformation initiatives for enterprises, to create businesses that are connected, open, intelligent and scalable. Sonata's Platformation™ methodology brings together industry expertise, platform technology excellence, design thinking-led innovation and strategic engagement models to deliver sustained long term value to customers. A trusted partner of world leaders in the Retail, Manufacturing & Distribution, Travel and Software industries, Sonata's solution portfolio includes its own digital platform such as Brick & Click Retail Platform®, Modern Distribution Platform®, Rezopia Digital Travel Platform®, RAPID DevOps Platform®, Kartopia E-commerce Platform®, Halosys Mobility Platform®, and Commodity CTRM Platform®, best-in-class capabilities on ISV digital technology platforms such as Microsoft Dynamics 365, Microsoft Azure, SAP Hybris, Cloud Engineering and Managed Services, as well as new digital applications like IoT, Artificial Intelligence, Machine Learning, Robotic Process Automation, Chatbots, Block Chain and Cyber Security. Sonata's people and systems are nurtured to bring together the depth of thought leadership, customer commitment and execution excellence to make a difference to business with technology.

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