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Sonata Software - Consolidated Q3 FY15 Revenues at ₹467 Crores and PAT of ₹36 Crores with nine months Revenues and PAT at ₹1290 Crores and ₹99 Crores. Record Quarterly profits of ₹36 Crores showing a 65% of year on year growth.

Bengaluru, Feb 6, 2015

Sonata Software, an IT consulting and software services provider, today reported its unaudited consolidated financial results for its 3rd quarter and Nine months ended December 31, 2014.

in ₹ Crores

Description	*For the Quarter ended*					*For the nine months ended*		
	31-Dec-14	*30-Sep-14*	*31-Dec-13*	*QoQ*	*YoY*	*31-Dec-14*	*31-Dec-13*	*YoY*
Revenues								
International IT Services	156.18	148.85	127.69	5%	22%	444.81	349.56	27%
Domestic- Products & Services	314.27	260.73	261.63	21%	20%	858.58	878.05	-2%
Consolidated	467.07	405.55	387.09	15%	21%	1,289.80	1,225.27	5%
EBITDA								
International IT Services	41.03	35.58	25.80	15%	59%	111.91	57.67	94%
Domestic- Products & Services	11.47 *	9.38	8.05	22%	43%	29.68 *	27.04 *	10%
Consolidated	51.73 *	44.55	32.63	16%	59%	140.22 *	82.45 *	70%
PAT								
International IT Services	28.90	25.37	17.51	14%	65%	80.62	40.01	102%
Domestic- Products & Services	6.81	5.74	4.11	19%	66%	18.24	14.19	29%
Consolidated	35.71	31.11	21.62	15%	65%	98.86	54.20	82%

** Includes "exceptional Item" of Interest income received on Income-Tax refund of ₹1.40 crores during Q3 of FY2014-15, ₹1.64 crores during Q1 of FY2014-15 and ₹6.83 crores during Q1 of FY2013-14.*

Speaking on the results Mr. Srikar Reddy, Managing Director & CEO of the Company said "We scaled up our engagements with strategic customers across ISV, Retail and Travel segments. Helping in their digital information in the areas of omni-channel commerce, mobility, social and analytics. The core drivers of our performance thus continued to get strengthened. The value we bring with our services based on focus industries, technologies and deeper customer commitment continues to drive our financial performance in Q3 FY 15."

Highlight for Q3

Consolidated:

- Revenues at ₹467 Crores - growth of 15% QoQ and 21% YoY;
- EBIDTA at ₹52 Crores - growth of 16% QoQ and 59% YoY;



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- PAT is at ₹36 Crores - growth of 15% QoQ and 65% YoY;
- Cash reserves (net of borrowings) is ₹211 Crores.

International IT Services:

- New record across all metrics: all time high Revenues, EBIDTA & PAT
- Revenue at ₹156 Crores - growth of 5% QoQ and 22% YoY;
- EBITDA of ₹41 Crores - growth of 15% QoQ and 59% YoY;
- PAT of ₹29 Crores - growth of 14% QoQ and 65% YoY;
- 1 new customer added.

Domestic Products & Services:

- Revenue of ₹314 Crores - growth of 21% QoQ and 20% YoY;
- EBITDA of ₹11 Crores - growth of 22% QoQ and 43% YoY;
- PAT of ₹7 Crores - growth of 19% QoQ and 66% YoY.

About Sonata Software

Sonata Software is a global IT services company that focuses on enabling businesses win value with strategic IT initiatives. Sonata has deep technology expertise gained from multi-faceted relationships spanning Product Engineering, Professional Consulting Services, Early Adopter Programs, Implementation and Alliances status with leaders such as Microsoft, SAP, Oracle, IBM, HP, hybris, and TIBCO across Multi-Channel Commerce, ERP, CRM, Supply Chain Management, Analytics & Business Intelligence, Cloud, Social and Mobile technologies, enabling innovation, reliability and faster time to market in implementing the best IT solutions. Sonata leverages this expertise through a service line spanning Consulting, Application Development, Testing, Maintenance and Infrastructure Support, to deliver business critical outcomes across Customer Engagement & Growth, Enterprise Efficiency & Collaboration and strategic IT Cost Management needs for consumer facing enterprises in Travel, Retail and Consumer Goods industries. A unique delivery model built on dedicated customer specific Centers of Excellence, strong Governance and Value Co-creation, over decade plus relationships, underline the even deeper commitment Sonata seeks to bring to make a transformational impact on the clients critical business metrics. Sonata seeks to add differentiated value to leadership who want to drive strategic change with IT, for their businesses.

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