



Sonata Software - Consolidated Q2 FY15 Revenues at `406 Crores and PAT of `31 Crores showing a YoY growth of 72%. Board declares Re 1/- per share as Half Year dividend.

Mumbai, Nov 7, 2014

Sonata Software, an IT consulting and software services provider, today reported its unaudited consolidated financial results for its 2nd quarter and Half year ended September 30, 2014.

Description	in ` Crores							
	For the Quarter ended					For the half year ended		
	30-Sep-14	30-Jun-14	30-Sep-13	QoQ	YoY	30-Sep-14	30-Sep-13	YoY
Revenues								
International IT Services	148.85	139.61	119.53	7%	25%	288.51	221.87	30%
Domestic- Products & Services	260.73	283.59	305.49	-8%	-15%	544.32	616.42	-12%
Consolidated	405.55	417.18	425.01	-3%	-5%	822.73	838.18	-2%
EBITDA								
International IT Services	35.58	35.49	19.63	0.3%	81%	71.06	31.86	123%
Domestic- Products & Services	9.38	8.83	7.00	6%	34%	18.21 *	18.98 *	-4%
Consolidated	44.55	44.12	26.07	1%	71%	88.67 *	49.81 *	78%
PAT								
International IT Services	25.37	26.35	14.25	-4%	78%	51.72	22.49	130%
Domestic- Products & Services	5.74	5.70	3.81	1%	51%	11.44	10.09	13%
Consolidated	31.11	32.05	18.05	-3%	72%	63.16	32.58	94%

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



The above results for the period ended September 30, 2014 includes results of the recently acquired companies: Rezopia Inc. USA, and Xyka Software Private Limited, Bengaluru – India, from the date of acquisition - August 22, 2014.

Speaking on the results Mr. Srikar Reddy, Managing Director & CEO of the Company said "We are happy to report another quarter of significant financial growth. More importantly, we continue to focus on transforming our client's business applying cutting edge solutions based on Mobility, Cloud and Analytics. We continue to invest on all important aspects of our business and believe that they will lead to continued future growth."

Highlight for Q2 and H1 2015

Consolidated:



- Q2 EBITDA at `45 Crores - growth of 71% YoY. H1 growth of 78%;
- Q2 PAT at `31 Crores - growth of 72% YoY. H1 growth of 94%;

Sequential growth in EBITDA of 1% and PAT of -3% takes into account a large swing in foreign currency loss of ` 7 crores on account of losses arising out of restating the Company's foreign currency assets and liabilities. The impact of the above swing is primarily on the International IT services business.

Further, Q1 results had certain exceptional income in the Domestic Products and Services on account of Interest on refunds received from the Income-Tax department.

Adjusted for the above forex swing and exceptional income in previous quarter, Q2 has been a quarter of positive growth in all key parameters in both the segments of the Company.

- Cash balances (net of borrowings) is `109 Crores.

Drop in Cash balances by `137 Crores from the last quarter is largely on account of changes in working capital situation which has subsequently reversed.

- Cash balances as on date are at approximately `226 crores.

International IT Services:

- Continued revenue growth and business traction;
- Q2 Revenue at `149 Crores - growth of 25% YoY. H1 growth of 30%;
- YoY and QoQ Growth in US\$ terms of 28% and 5% respectively;
- Q2 EBITDA of `36 Crores - growth of 81% YoY. H1 growth of 123%;
- Q2 PAT of `25 Crores - growth of 78% YoY. H1 growth of 130%.
- Addition of 4 new customers.

Domestic Products & Services:

- Q2 EBITDA of `9 Crores - growth of 34% YoY.
- Q2 PAT of `5.74 Crores - growth of 51% YoY. H1 growth of 13%.

Dividend



- In addition to the special dividend declared last quarter, the Board declares `1/- per share as dividend for the Half year.



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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