



Sonata Software - Consolidated Q3 FY19-20 PAT at ₹ 76 Crores; 18% YoY growth.
Bangalore, January 24, 2020

Sonata Software, a global IT services and technology solutions company, today reported its unaudited financial results for its 3rd quarter ended and nine months ended 31st December 2019.

Description	in ₹ Crores							
	For the Quarter ended					For the nine months ended		
	31-Dec-19	30-Sep-19	31-Dec-18	QoQ	YoY	31-Dec-19	31-Dec-18	YoY
Revenues								
International IT Services	329.8	312.6	284.0	6%	16%	946.8	816.4	16%
Domestic- Products & Services	912.0	399.1	563.2	129%	62%	1,885.2	1,326.3	42%
Consolidated	1,236.9	703.1	844.0	76%	47%	2,814.6	2,125.4	32%
EBITDA								
International IT Services	91.6	89.5	76.0	2%	21%	265.5	216.2	23%
Domestic- Products & Services	27.0	22.5	19.5	20%	38%	71.9	53.9	33%
Consolidated	118.3	111.4	95.1	6%	24%	336.0	268.8	25%
PAT								
International IT Services	57.8	56.1	52.1	3%	11%	167.3	150.6	11%
Domestic- Products & Services	18.1	16.1	12.0	12%	50%	47.8	33.4	43%
Consolidated	75.9	72.2	64.1	5%	18%	215.2	183.9	17%

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 on being a digital transformation partner through our unique proprietary Platformation™ methodology and our strategy of IP led differentiation, focus on verticals like Retail, Distribution, Consumer Packaged Goods, Independent Software Vendors, Commodity and Service industries and investment in new technologies. We believe Platformation™ is now mainstream for Sonata as we continue to see increased traction in the market with addition of new marquee clients and strong pipeline”.



Performance Highlights for the quarter:

- **Consolidated:**

- Revenues at ₹ 1,237 Crores : growth of 76% QoQ;*
- EBITDA at ₹ 118 Crores : growth of 6% QoQ;
- PAT at ₹ 76 Crores : growth of 5% QoQ;
- Net Cash and equivalents of approximately ₹ 442 Crores .

- **International IT Services:**

- Revenues at ₹ 330 crores; growth of 6% QoQ;
- EBITDA at ₹ 92 Crores : growth of 2% QoQ;
- PAT at ₹ 58 Crores : growth of 3% QoQ;
- Addition of 9 new customers.

- **Domestic Products & Services :**

- Revenues at ₹ 912 crores : growth of 129% QoQ; *
- EBITDA at ₹ 27 Crores : growth of 20% QoQ;
- PAT at ₹ 18 Crores : growth of 12% QoQ;

****The large increase in revenue is on account of a single large transaction in the domestic products & services business.***

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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