



Sonata Software - Consolidated annual PAT of ₹159 Crores, 19% growth.

Mumbai, May 23, 2016

Sonata Software, an IT consulting and software services provider, today reported its audited financial results for the quarter and year ended March 31, 2016.

Description	in ₹ Crores							
	For the Quarter ended					For the Year ended		
	31/Mar/16	31/Dec/15	QoQ	31/Mar/15	YoY	31/Mar/16	31/Mar/15	YoY
Revenues								
International IT Services	189.0	181.5	4%	162.2	17%	706.8	606.7	17%
Domestic- Products & Services	355.6	343.8	3%	234.3	52%	1,250.1	1,092.9	14%
Consolidated	540.9	522.0	4%	392.7	38%	1,940.5	1,682.1	15%
EBITDA								
International IT Services	46.2	49.3	-6%	39.2	18%	184.3	151.3	22%
Domestic- Products & Services	14.9	15.0	0%	11.6	28%	58.4 *	41.3 *	42%
Consolidated	60.4	63.2	-4%	50.3	20%	239.4 *	190.7 *	25%
PAT								
International IT Services	32.3	31.6	2%	27.8	16%	124.7	108.4	15%
Domestic- Products & Services	8.6	8.6	-1%	7.1	21%	33.9	25.3	34%
Consolidated	40.8	40.2	1%	34.8	17%	158.6	133.7	19%

* Includes "exceptional Item" Interest income received of ₹ 3.7 crores during FY2015-16 as against ₹ 3.2 crores in FY2014-15 on Income-Tax refunds.

Speaking on the results Mr. Srikar Reddy, Managing Director & CEO of the Company said “We had an important quarter and a successful year with key acquisitions and new solution builds to become a strong IP led solutions provider in our focus verticals of Travel, Retail, Distribution and ISV. In addition, we invested in key digital technologies including omni-channel commerce, mobility, cloud and analytics which is in line with our strategy of becoming a digital transformation partner for our clients”.

Performance Highlights for the quarter and the year:

- Consolidated:**

- Revenues for the quarter at ₹541 crores : YoY growth of 38% for the quarter and 15% for the year;
- EBITDA for the quarter at ₹60 Crores : YoY growth of 20% for the quarter and 25% for the year;
- PAT for the quarter at ₹41 Crores : YoY growth of 17% for the quarter and 19% for the year;
- EPS for the year of ₹15.08 (Previous year: ₹12.71).
- Cash and equivalents of approximately ₹228 Crores.



- **International IT Services:**

- Revenues for the quarter at ₹189 crores : YoY growth of 17% for the quarter and the year;
- EBIDTA for the quarter at ₹46 Crores : YoY growth of 18% for the quarter and 22% for the year;
- PAT for the quarter at ₹32 Crores : YoY growth of 16% for the quarter and 15% for the year;
- Addition of 10 new customers for the quarter and 26 new customers for the year.

- **Domestic Products & Services :**

- Revenues for the quarter at ₹356 crores : YoY growth of 52% for the quarter and 14% for the year;
- EBIDTA for the quarter at ₹15 Crores : YoY growth of 28% for the quarter and 42% for the year;
- PAT for the quarter at ₹9 Crores : YoY growth of 21% for the quarter and 34% for the year;

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.

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