



Sonata Software - Consolidated Q2 FY20-21 PAT at ₹ 57.2 Crores; 15% QoQ growth, declares interim dividend of ₹ 4 per share

Bengaluru, November 06, 2020

Sonata Software, a global IT services and technology solutions company, today reported its unaudited financial results for its 2nd quarter and six months ended 30th September, 2020.

Description	₹ in Crores							
	For the Quarter ended					For the half year ended		
	30-Sep-20	30-Jun-20	30-Sep-19	QoQ	YoY	30-Sep-20	30-Sep-19	YoY
Revenues								
International IT Services	288.1	275.8	312.6	4%	-8%	563.9	617.1	-9%
Domestic- Products & Services	523.5	681.3	399.1	-23%	31%	1,204.7	973.2	24%
Consolidated	803.8	952.4	703.1	-16%	14%	1,756.2	1,577.7	11%
EBITDA								
International IT Services	70.4	64.7	89.5	9%	-21%	135.0	173.9	-22%
Domestic- Products & Services	19.6	16.9	22.5	16%	-13%	36.5	44.9	-19%
Consolidated	89.7	81.2	111.4	10%	-19%	170.9	217.7	-22%
PAT								
International IT Services	43.6	38.3	56.1	14%	-22%	81.9	109.5	-25%
Domestic- Products & Services	13.6	11.6	16.1	17%	-15%	25.2	29.8	-15%
Consolidated	57.2	49.9	72.2	15%	-21%	107.1	139.3	-23%

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

These last two quarters have been unprecedented in the speed of evolution of events and the impact it has had on businesses globally. We as an organization have acted with great resilience and have strengthened systems and processes to operate effectively across all our business functions. As mentioned, our overall strategy of creating digital enterprises by creating platform through our unique Platformation™ methodology is more relevant in the current context with more digitization and automation. The results this quarter reflect a successful response and execution of strategy aimed to grow with existing clients and add new clients. With a clear visibility in the immediate future, we are now focused on investing for long term growth in talent, IP and competency development.



Performance Highlights for the quarter:

- **Consolidated:**
 - Revenues at ₹ 803.8 Crores
 - EBITDA at ₹ 89.7 Crores : growth of 10% QoQ
 - PAT at ₹ 57.2 Crores : growth of 15% QoQ
 - Cash and cash equivalents (net of borrowings) ₹ 508 Crores

- **International IT Services:**
 - Revenues at ₹ 288.1 crores; growth of 4% QoQ
 - EBITDA at ₹ 70.4 Crores : growth of 9% QoQ
 - PAT at ₹ 43.6 Crores : growth of 14% QoQ
 - Addition of 10 new customers

- **Domestic Products & Services :**
 - Revenues at ₹ 523.5 crores
 - EBITDA at ₹ 19.6 Crores; growth of 16% QoQ
 - PAT at ₹ 13.6 Crores : growth of 17% 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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