

Investors Presentation

Q3 FY 12-13

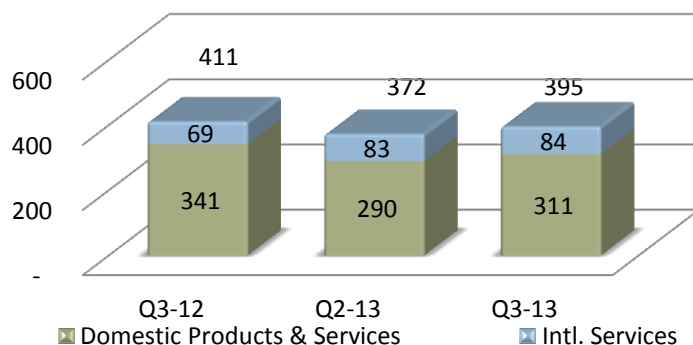
Sonata Software – Business Structure

	Sonata Software Limited						
Reporting Structure	International IT Services						Domestic Products & Services
Revenue 2011-12	\$ 57.8 Millions						\$ 161.1
Companies	Sonata Software Ltd	Sonata Europe Ltd	Sonata Software GmbH	Sonata FZ LLC	Sonata Software North America	Sonata Software Qatar	Sonata Information Technologies Ltd
Geography	India	London	Germany	Dubai	USA	Qatar	India
Nature of Business	- IT Consulting - RIM - Offshore IT Software Development	Software Services, and Development	Program Management for TUI	- Sales & Marketing - Account Management - Program Management	- Sales & Marketing - Account Management - Program Management - Onsite IT Services	- Sales & Marketing - Account Management - Program Management - Onsite IT Services	- Distribution of Packaged Software Products - Domestic IT Services

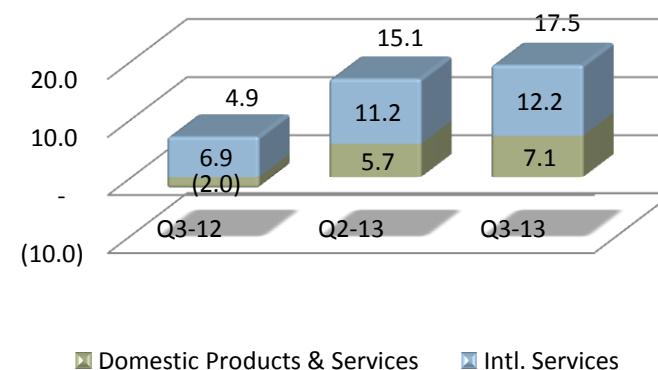
Consolidated

Rs. Crores

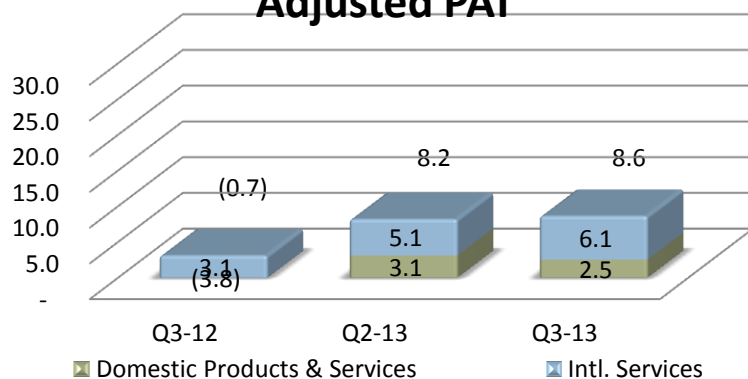
Revenue



Adjusted EBIDTA



Adjusted PAT



	QoQ	YoY
Rev	6%	-4%
EBIDTA	16%	256%
PAT	5%	1302%

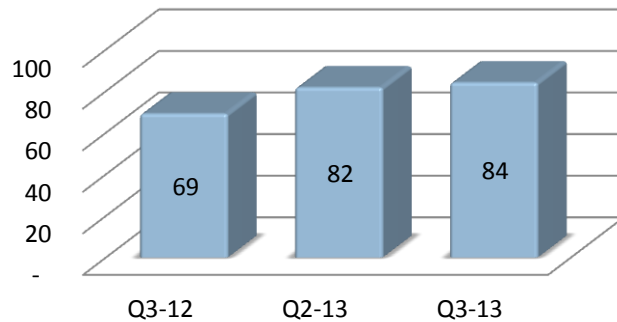
Note :

** Adjusted EBIDTA and Adjusted PAT are before exceptional items of loss on sale of investment in TUI Infotec and TUI Infotec de-consolidation in Q2

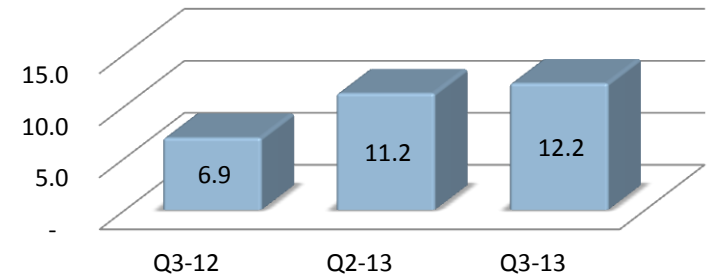
International IT services

Rs. Crores

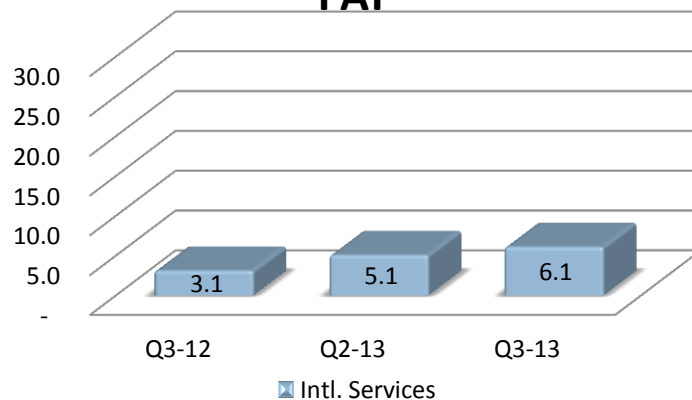
Revenue



Adjusted EBIDTA



PAT

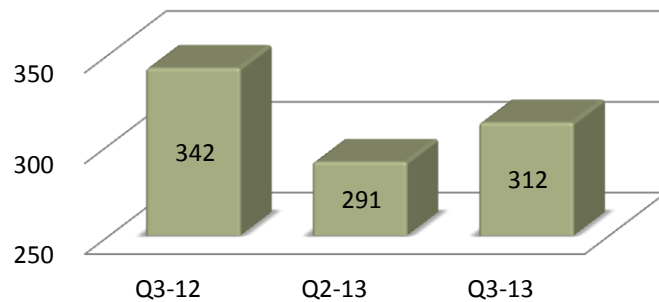


	QoQ	YoY
Revenue	3%	22%
EBIDTA	9%	76%
PAT	20%	96%

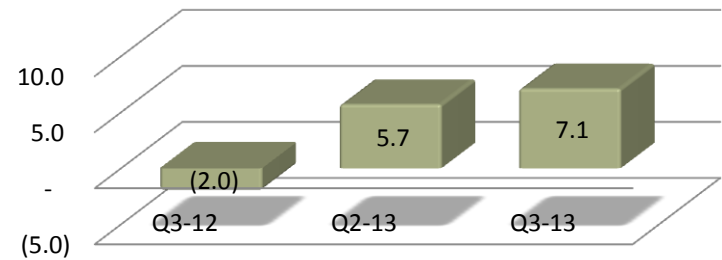
Domestic product & IT services

Rs. Crores

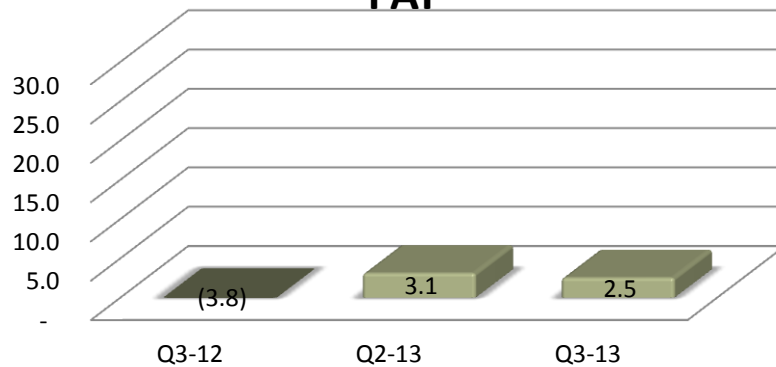
Revenue



EBIDTA

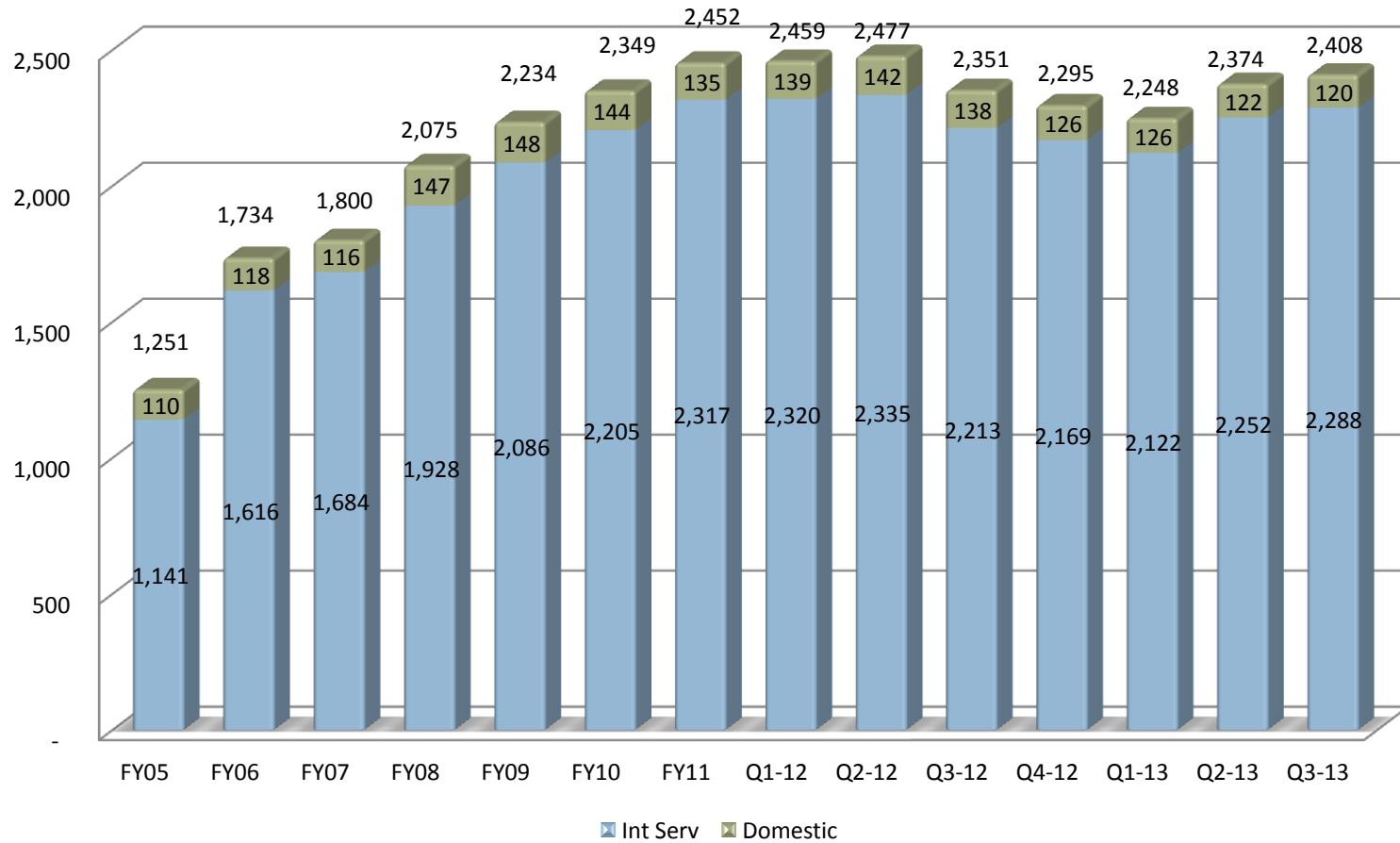


PAT



	QoQ	YoY
Revenue	7%	-9%
EBIDTA	25%	451%
PAT	-19%	166%

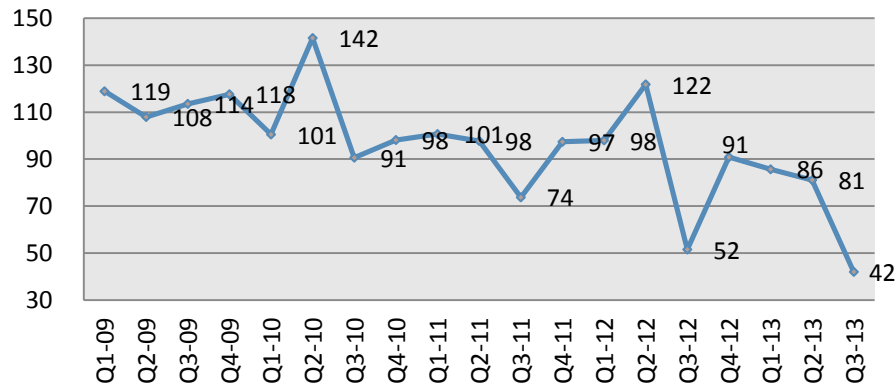
Head count



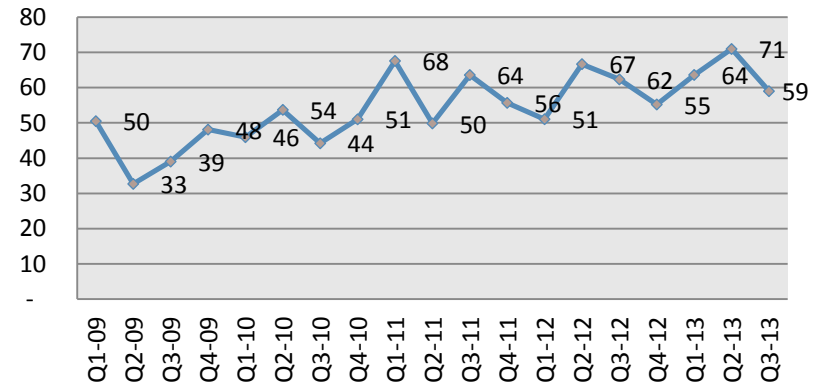
Note : Headcount excludes TUI Infotec # for previous quarters

Day Sales Outstanding

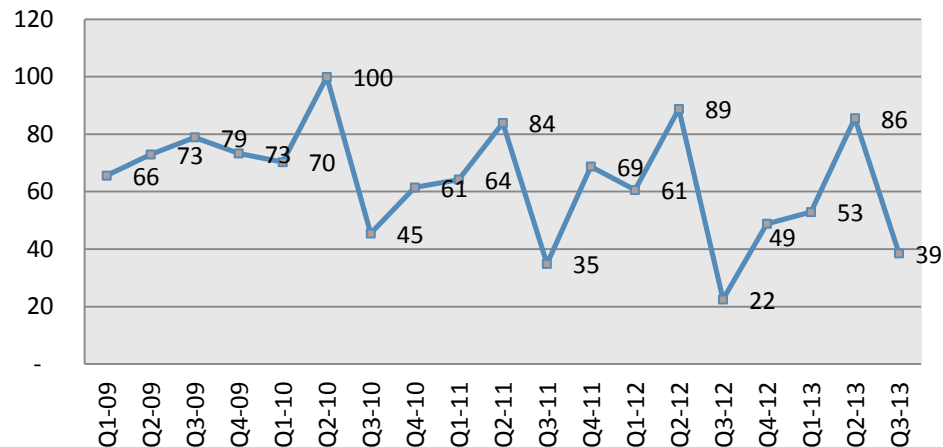
Consolidated



International Services



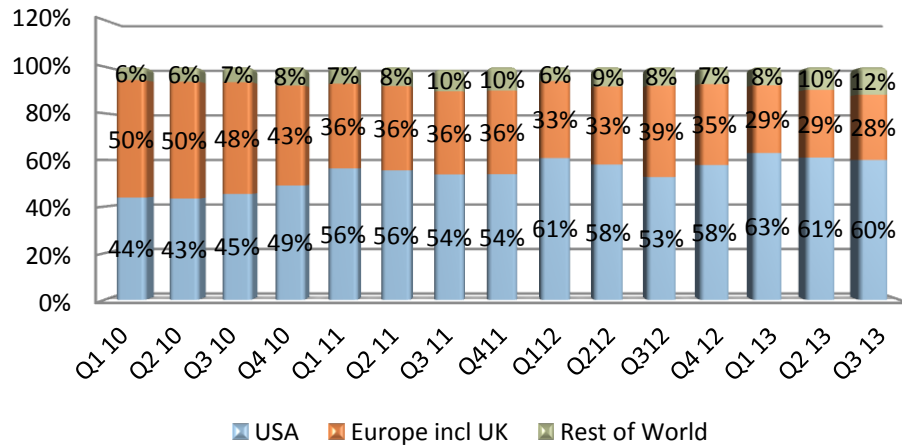
Domestic Products & IT Services



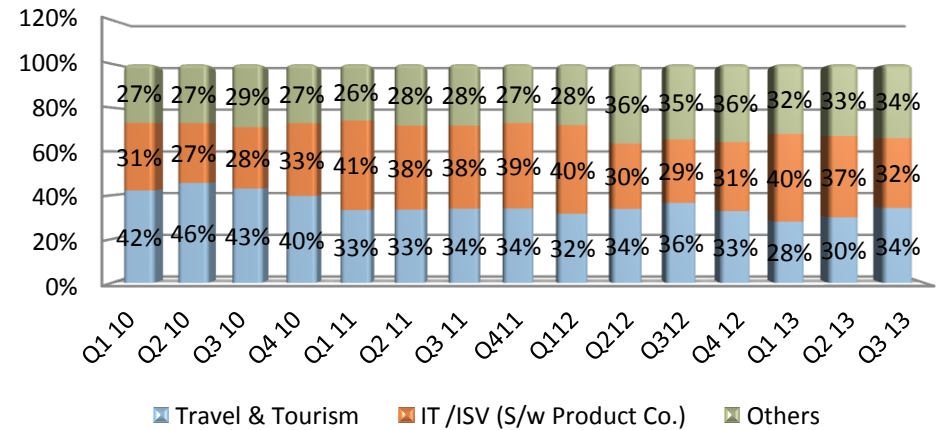
International Services – Key Metrics

Revenue Metrics

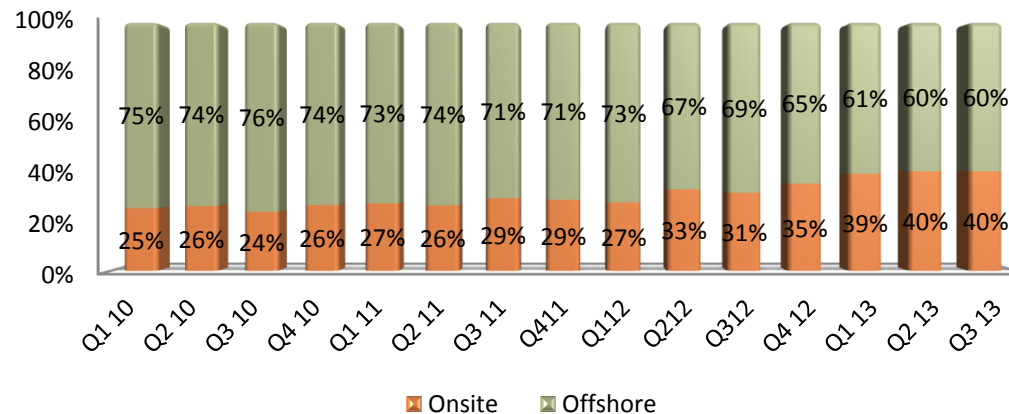
Geography



Service Line

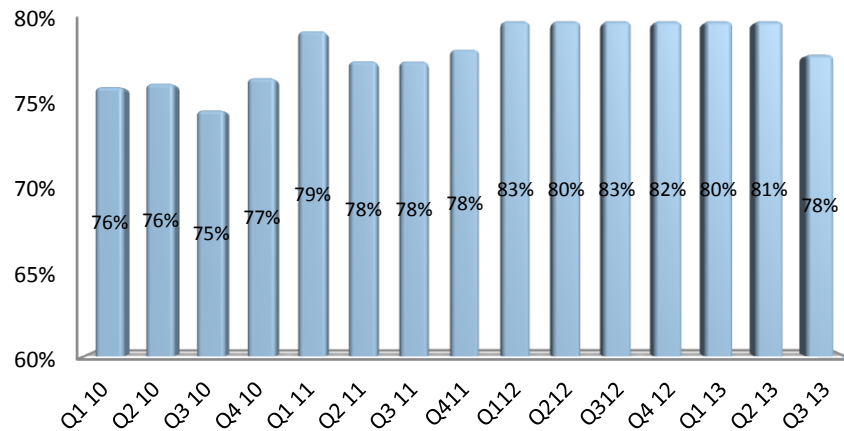


Onsite / Offshore

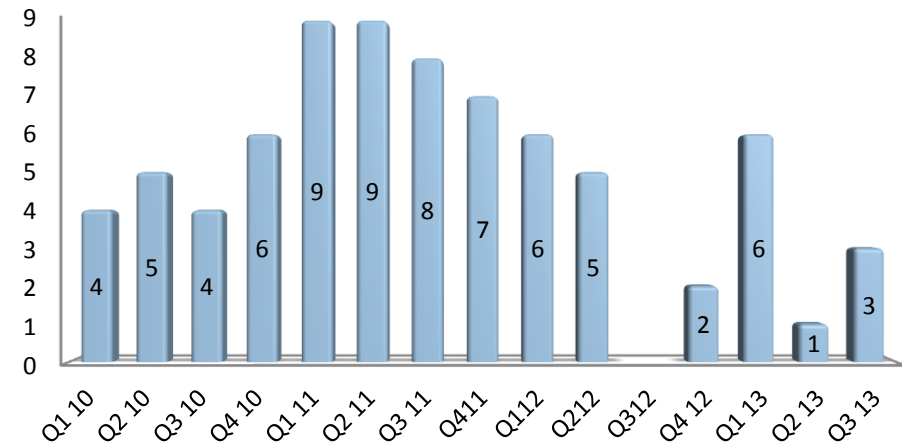


Customer Analysis

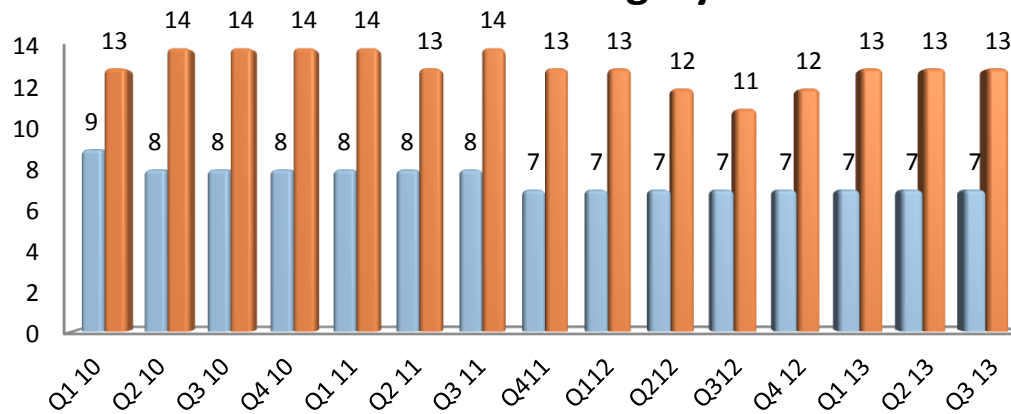
Revenue from Top 10 customers



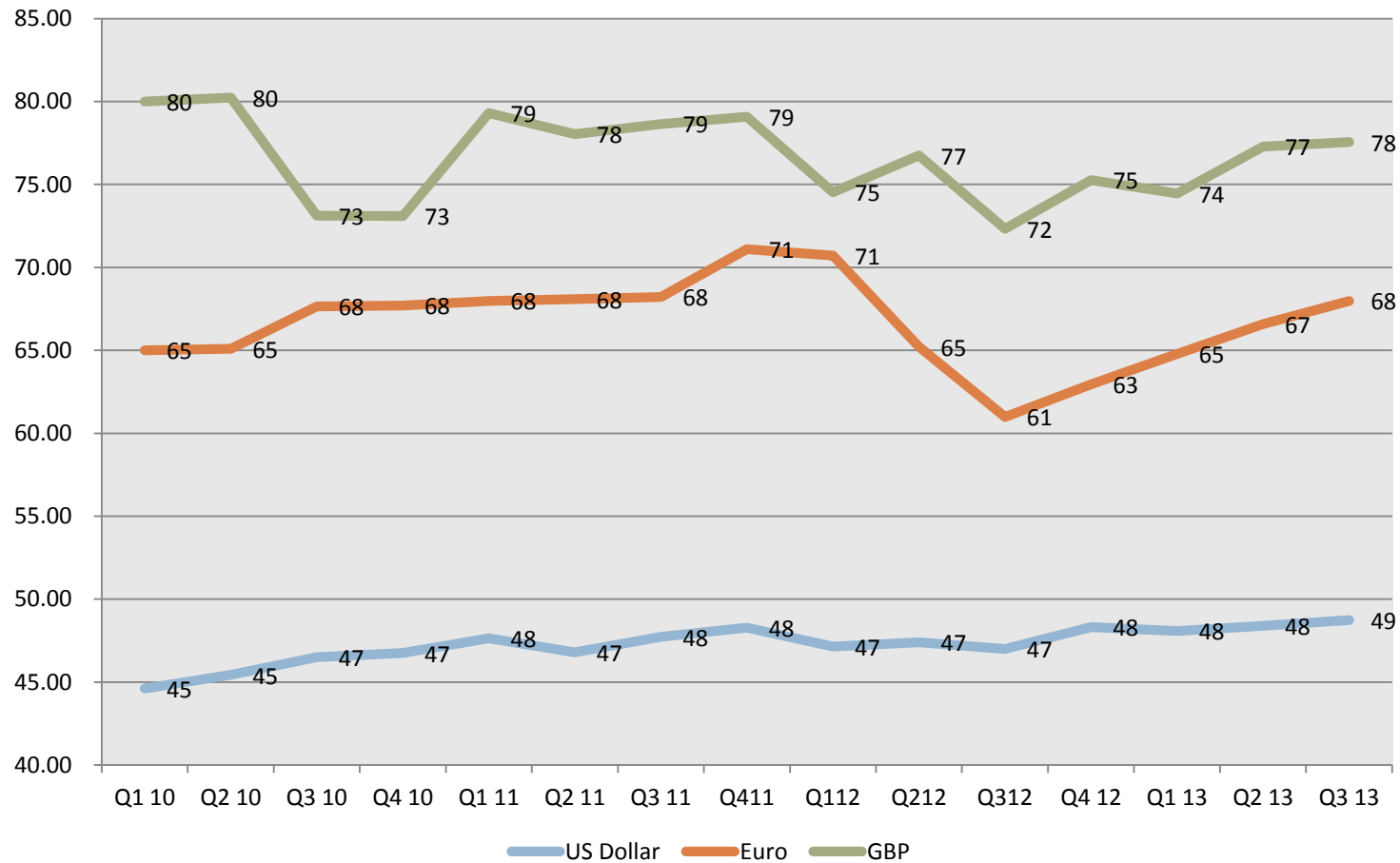
New Customers



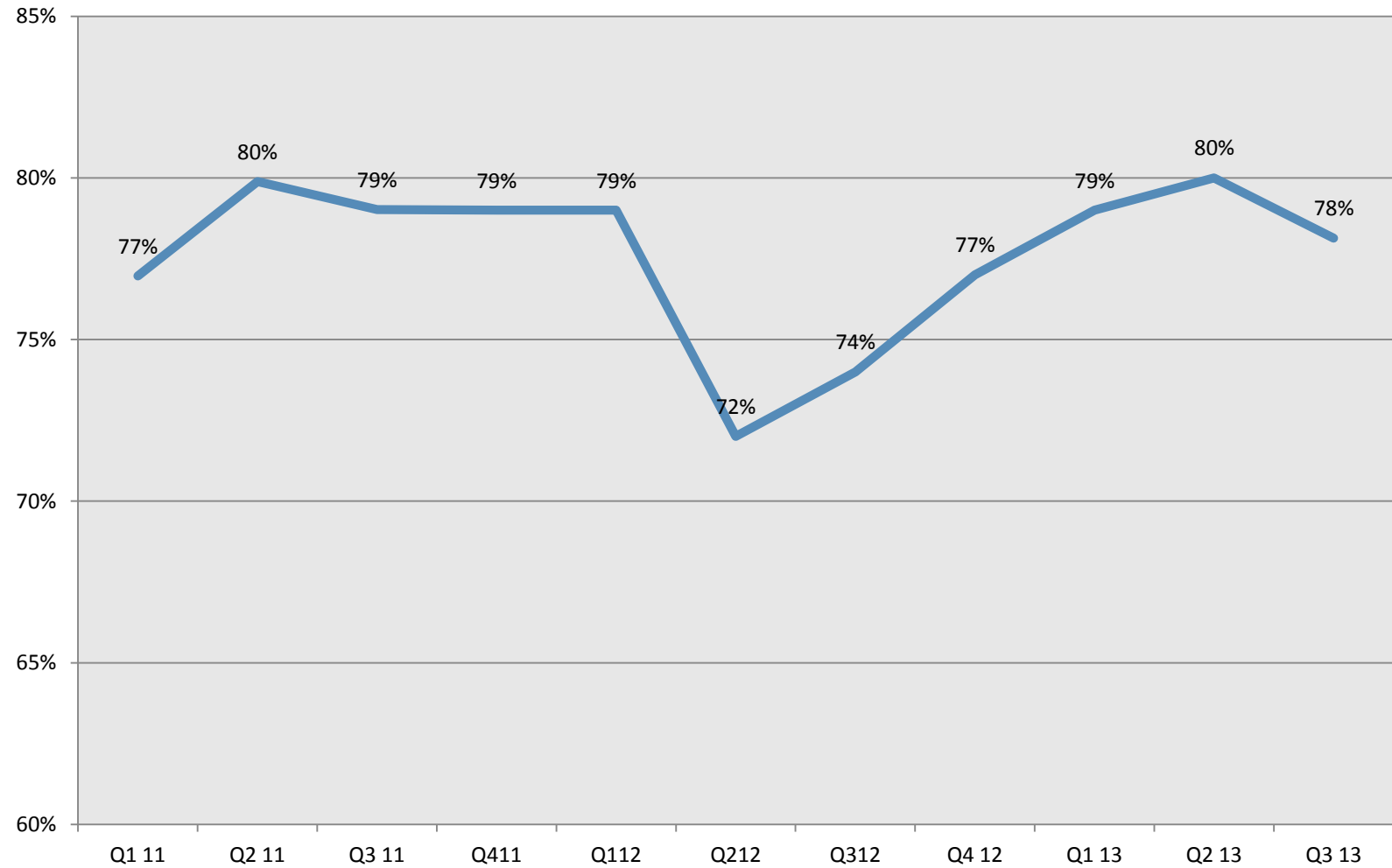
Customer Category



Rupee Realization Rates



Utilization



Base notes & disclosure

- Presentation by segments is based on unaudited financials
- Intercompany revenues in International Services have been adjusted
- Foreign exchange gains or losses on realization, restatement and translation have been considered in calculating Operating Margins