

Investors Presentation

Q1 FY 13-14

Sonata Software – Business Structure

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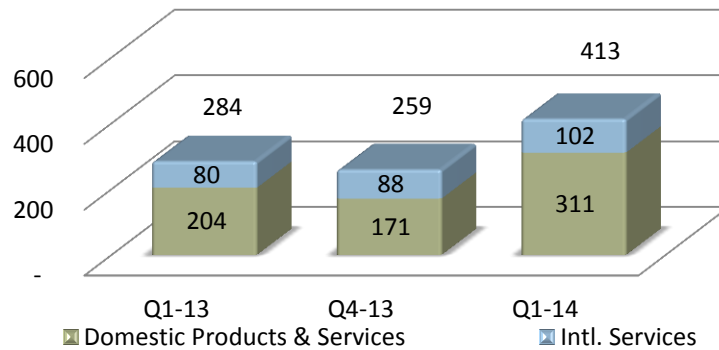
Sonata Software Limited								
Reporting Structure	International IT Services						Domestic Products & Services	
Revenue Q1 13-14								
Companies	Sonata Software Ltd	Sonata Europe Ltd	Sonata Software GmbH	Sonata FZ LLC	Sonata Software North America	Sonata Software Qatar	Sonata Information Technology Ltd	Sonata Technology Solutions India Limited
Geography	India	London	Germany	Dubai	USA	Qatar	India	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	Domestic IT services

Consolidated

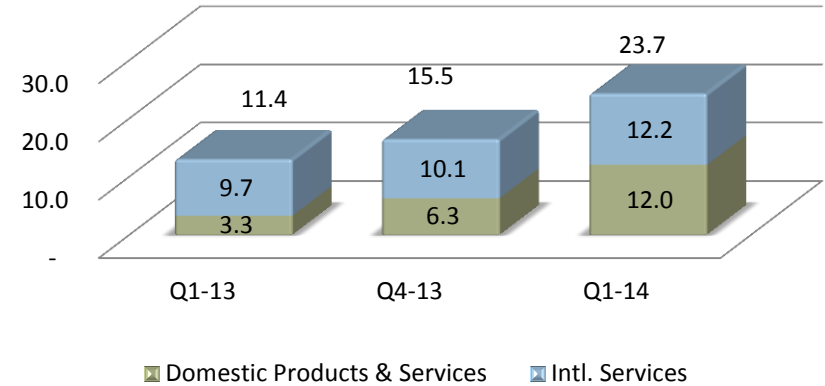
3

INR Crores

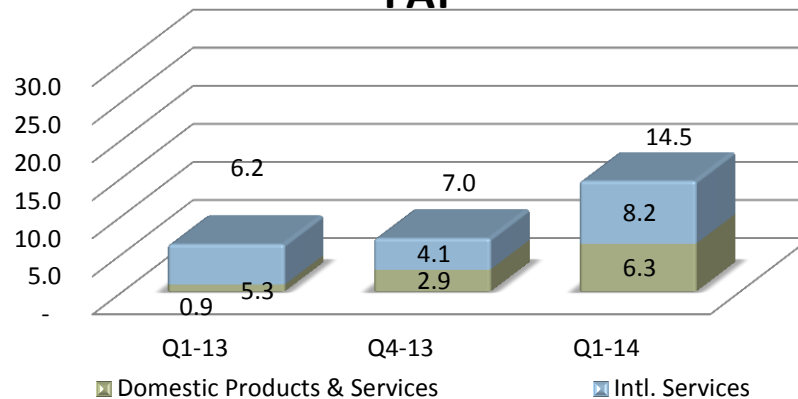
Revenue



EBIDTA



PAT



	QoQ	YoY
Rev	59%	45%
EBIDTA	53%	108%
PAT	108%	134%

Note :

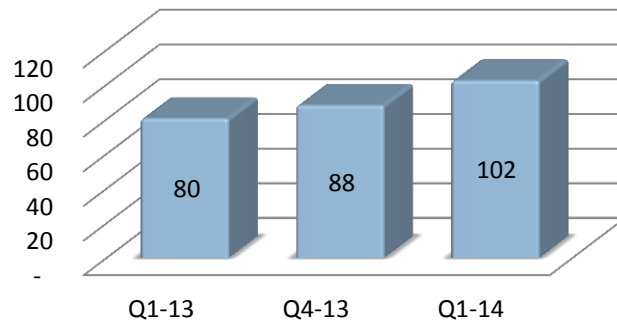
** Domestic- Products & Services business Includes "exceptional Item" Interest income of Rs. 6.83 crores received on Income-Tax refund during the quarter.

International IT services

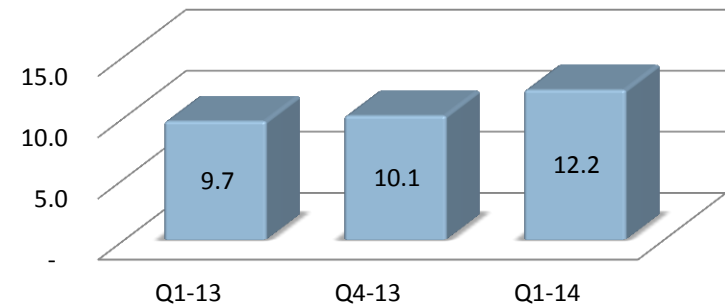
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INR Crores

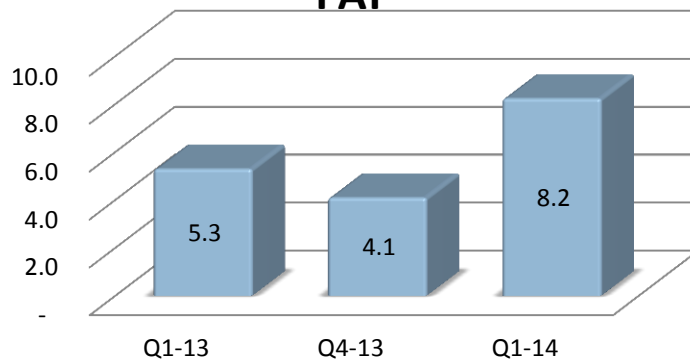
Revenue



EBIDTA



PAT



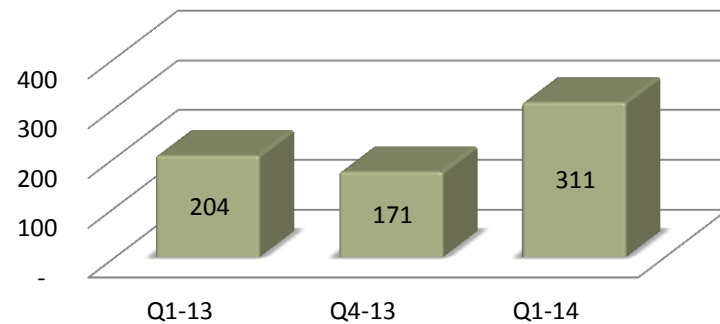
	QoQ	YoY
Revenue	16%	27%
EBIDTA	21%	26%
PAT	101%	55%

Domestic product & IT services

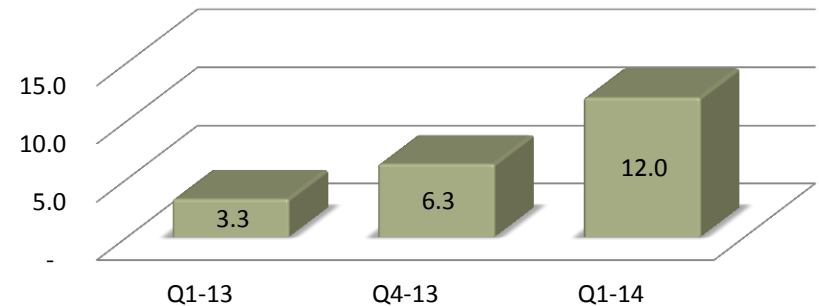
5

INR Crores

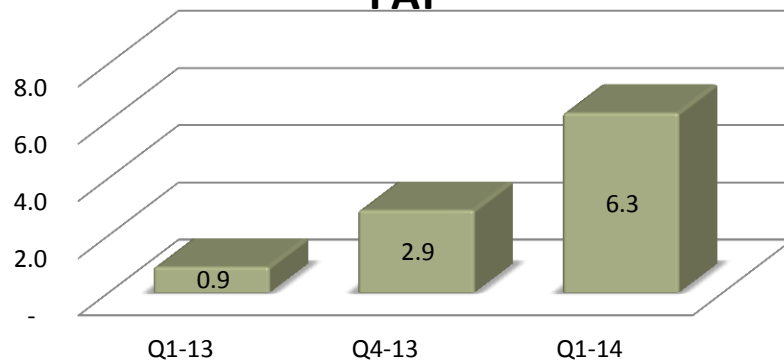
Revenue



EBIDTA



PAT



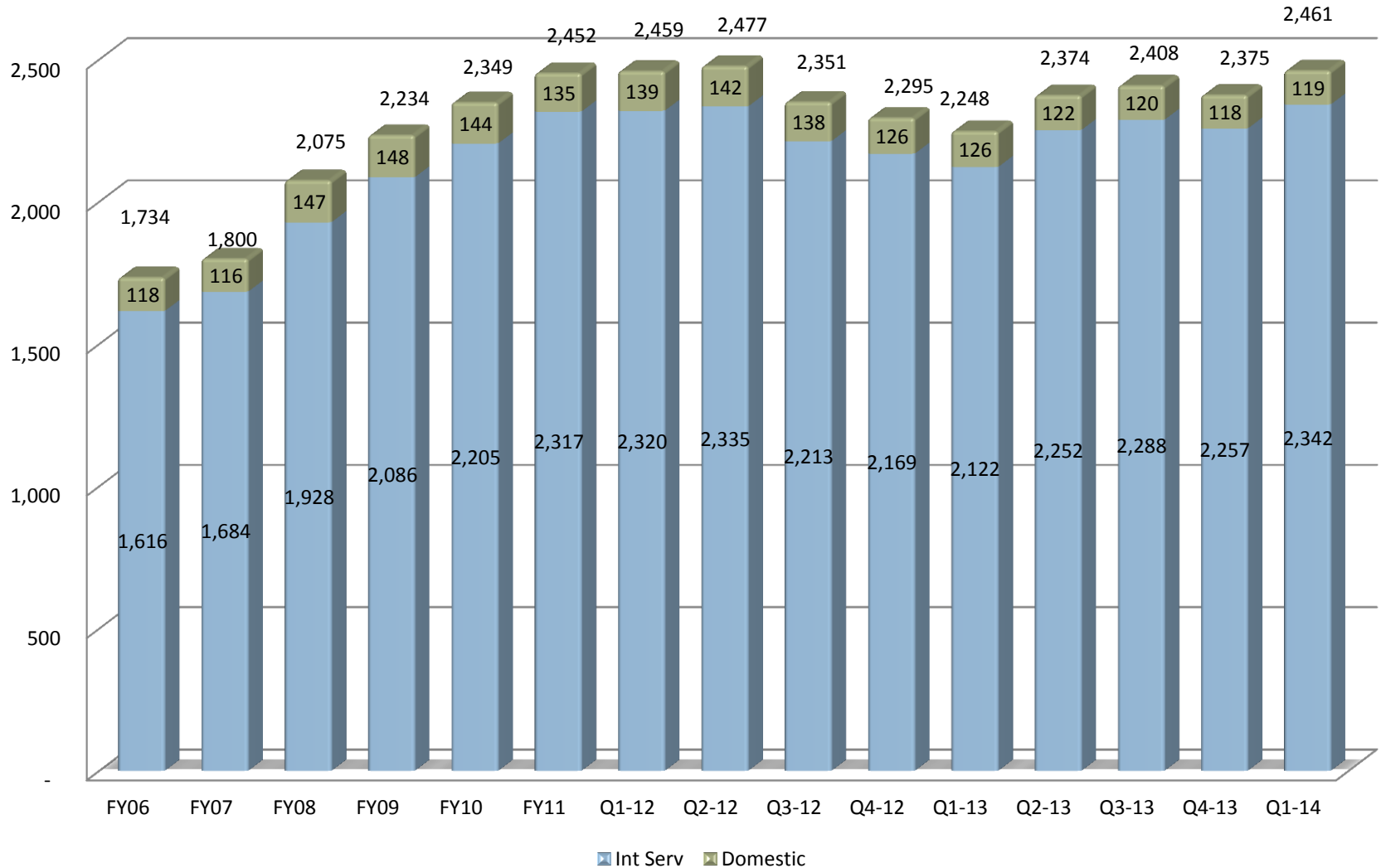
	QoQ	YoY
Revenue	82%	52%
EBIDTA	91%	268%
PAT	119%	598%

Note :

** Domestic- Products & Services business Includes "exceptional Item" Interest income of Rs. 6.83 crores received on Income-Tax refund during the quarter.

Head count

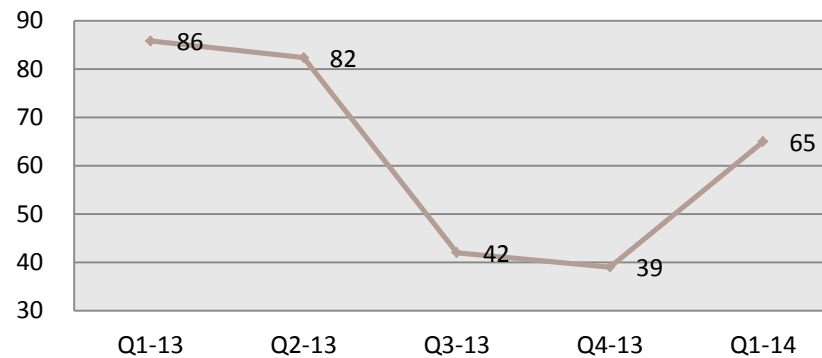
6



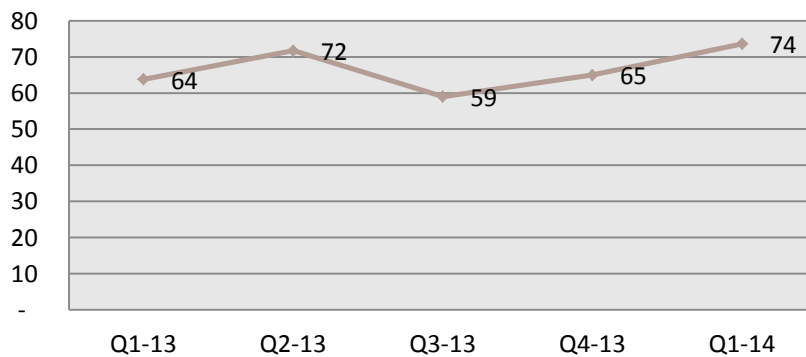
Day Sales Outstanding

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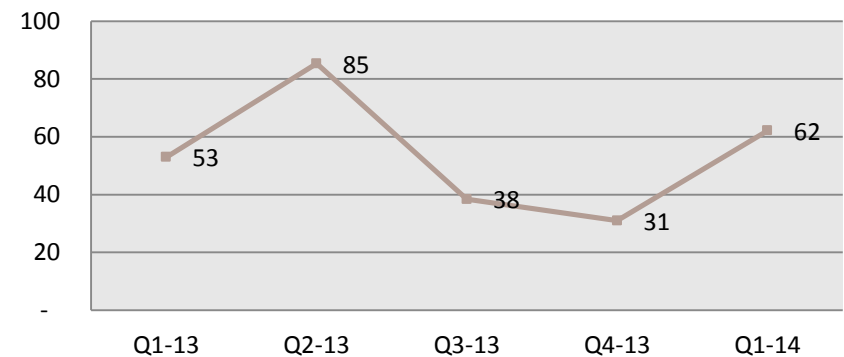
Consolidated



International Services



Domestic Products & IT Services

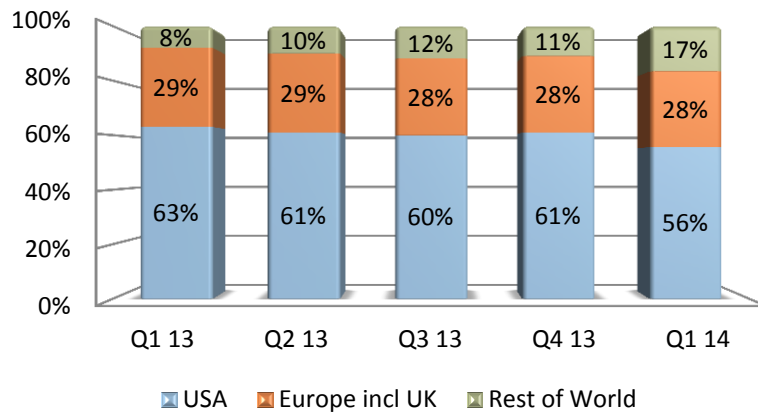


International Services – Key Metrics

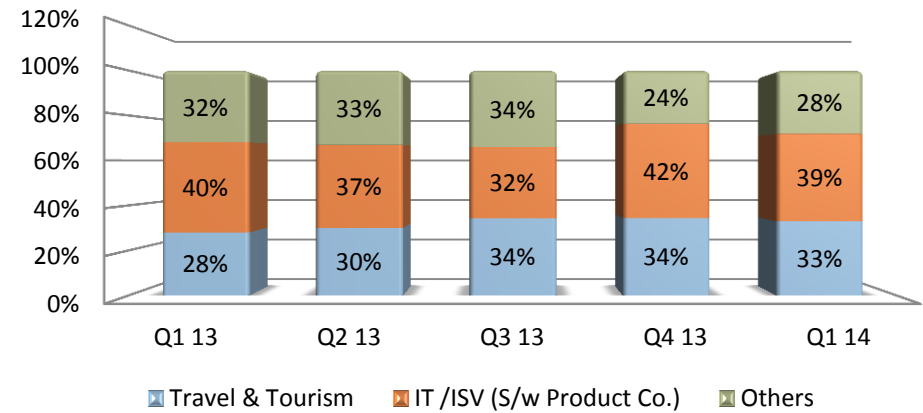
Revenue Metrics

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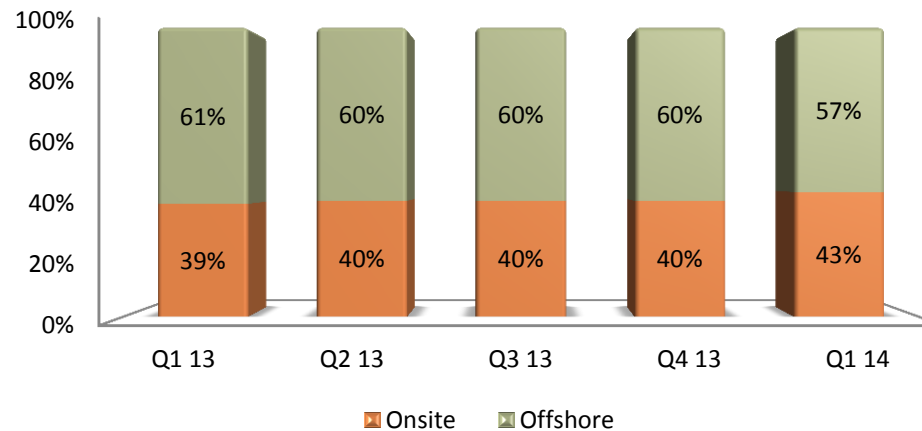
Geography



Service Line



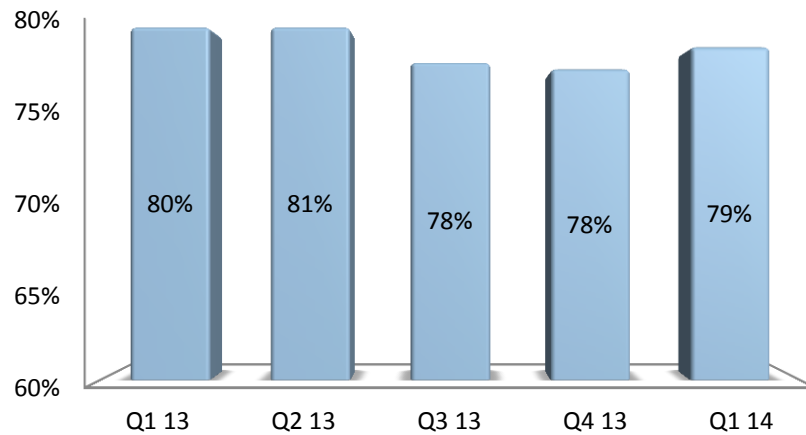
Onsite / Offshore



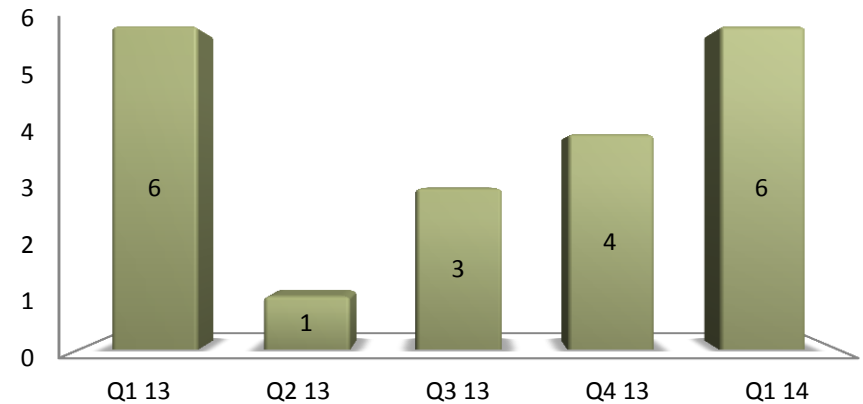
Customer Analysis

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Revenue from Top 10 customers

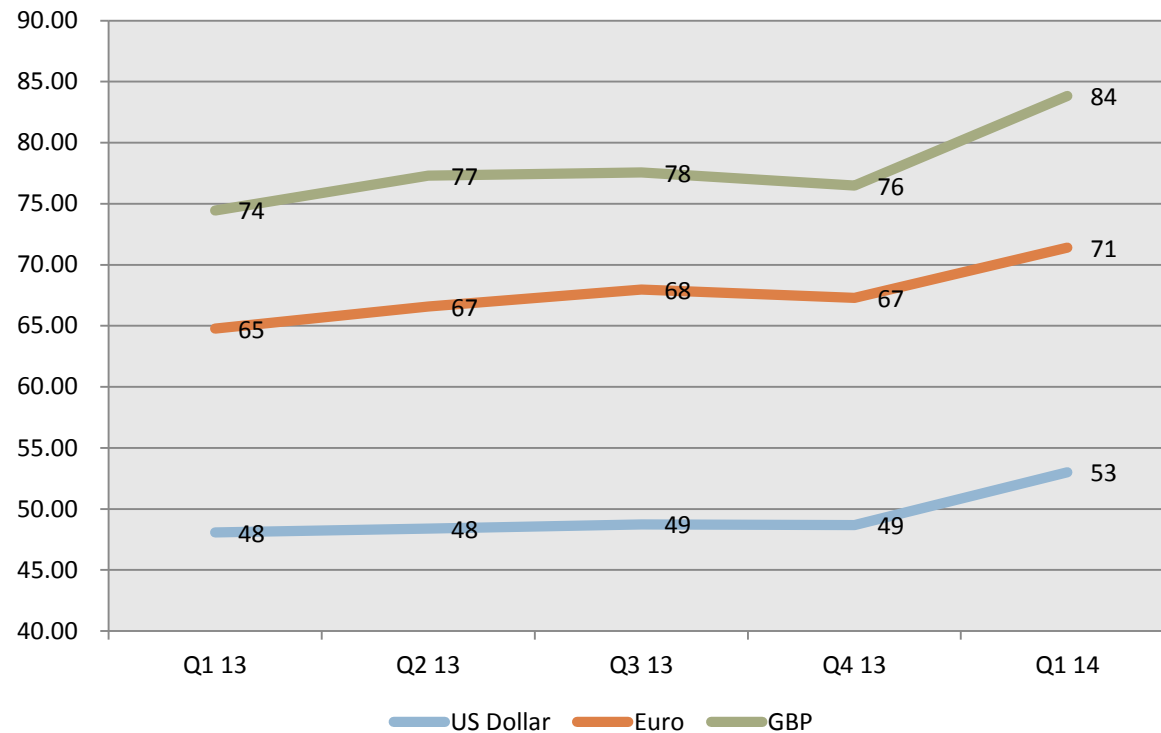


New Customers



Rupee Realization Rates

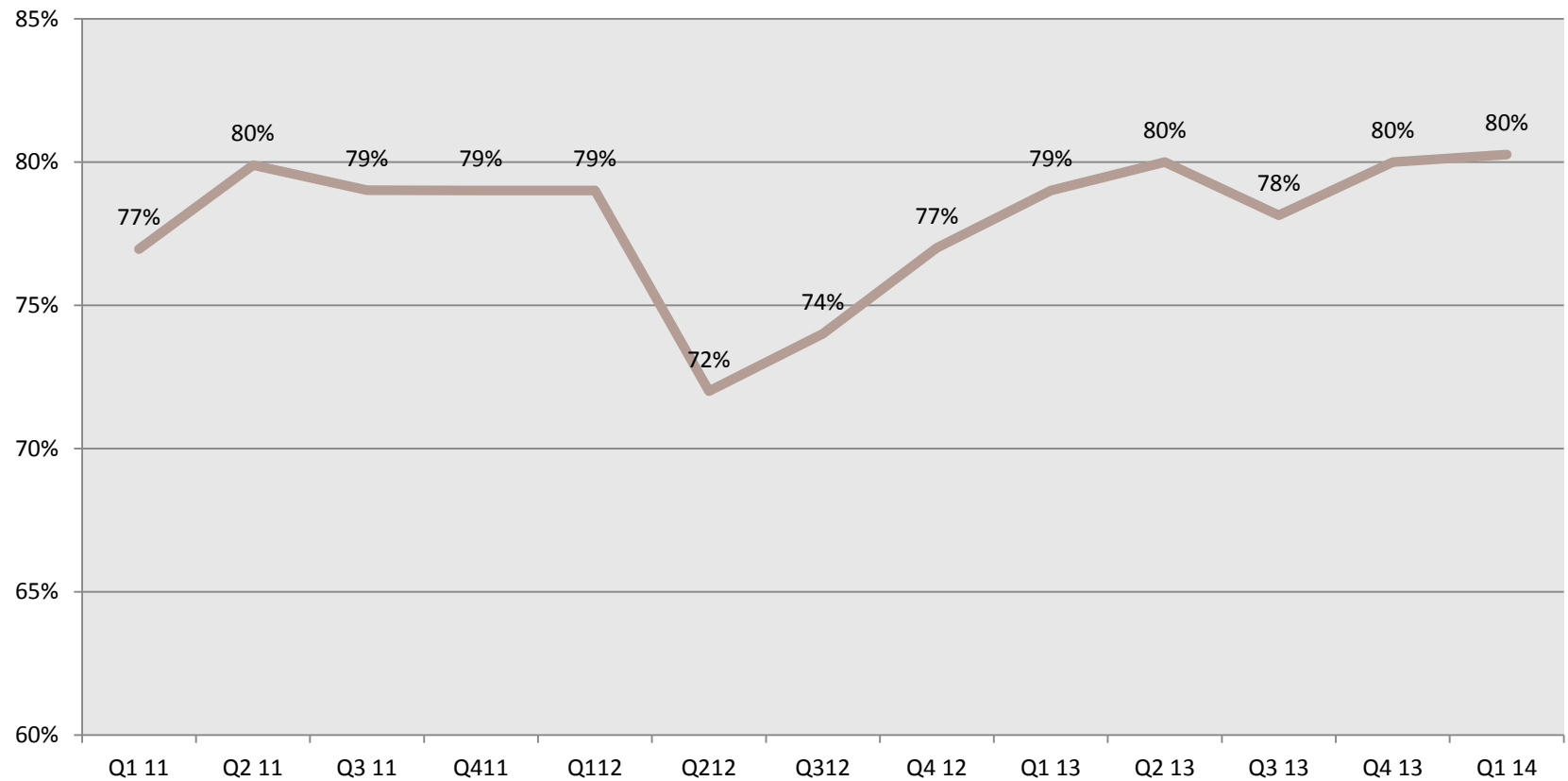
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Utilization

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Utilisation



Notes

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- The financials by segment are after appropriate intercompany adjustments.
- Consolidated financials include subsidiaries i.e, Sonata Information Technology Limited, Sonata Software North America Inc., Sonata Technology Solutions (India) Limited, Sonata Software GmbH, Sonata Europe Limited, Sonata Software FZ LLC and Sonata Software Qatar LLC.
- These numbers are for the Continuing operations, and thus, are after the de-consolidation of the financials of TUI InfoTec GmbH the erstwhile step-down subsidiary of the Company. The 50.1% shareholding in the TUI InfoTec GmbH was divested on 30th September, 2012.
- Re-casted numbers of previous year excluding results of TUI InfoTec GmbH. Re-cast done for effective comparison between the continuing business in the current year to the previous.

Thank You