

Investors Presentation – Q4 FY 2011 - 12

Sonata Software – Business Structure

1

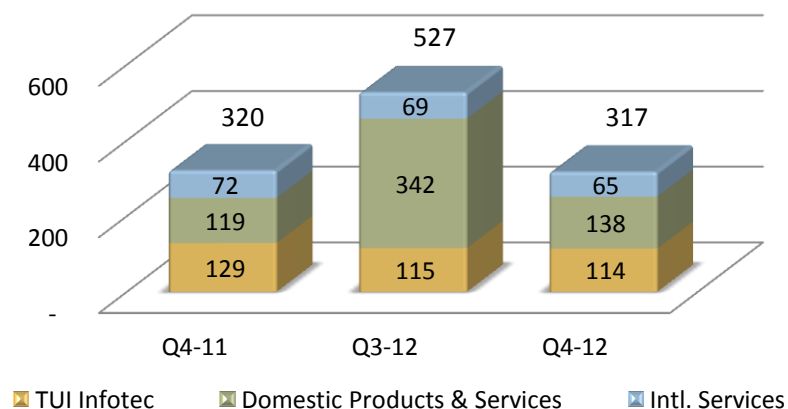
	Sonata Software Limited						
Reporting Structure	International IT Services					Domestic Products & Services	TUI InfoTec
Companies	Sonata Software Ltd	Sonata Europe Ltd	Sonata Software GmbH	Sonata FZ LLC	Sonata Software North America	Sonata Information Technologies Ltd	TUI InfoTec GmbH
Geography	India	London	Germany	Dubai	USA	India	Germany
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	- Distribution of Packaged Software Products - Domestic IT Services	IT Services for Travel & Logistics Industry

Consolidated

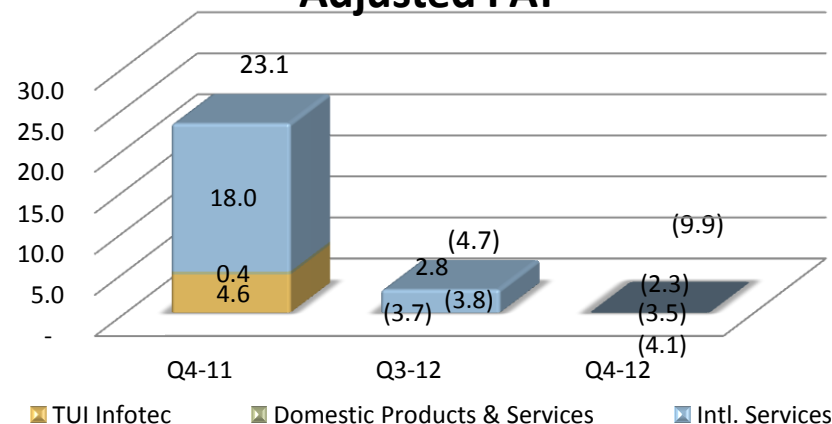
2

Rs. Crores

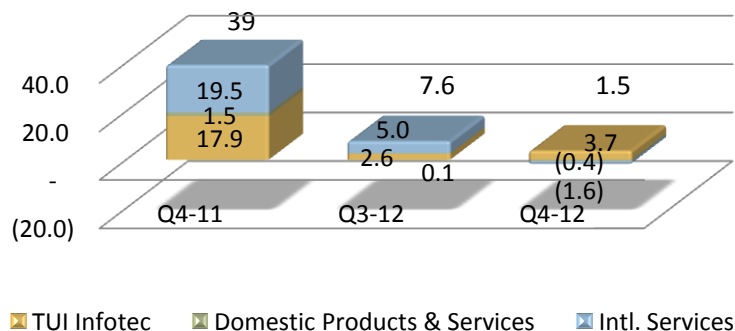
Revenue



Adjusted PAT



Adjusted EBITDA



	QoQ	YoY
Revenue	-40%	-1%
EBIDTA	-77%	-96%
PAT	-110%	-143%

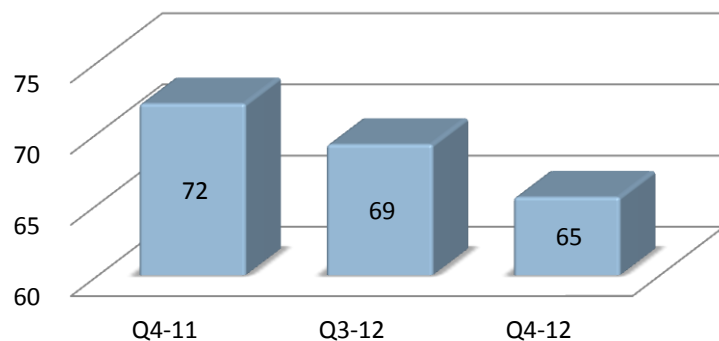
Note : TUI Info tec Adjusted EBITDA & PAT represent EBITDA & PAT before employee restructuring costs in TUI Info tec

International IT Services

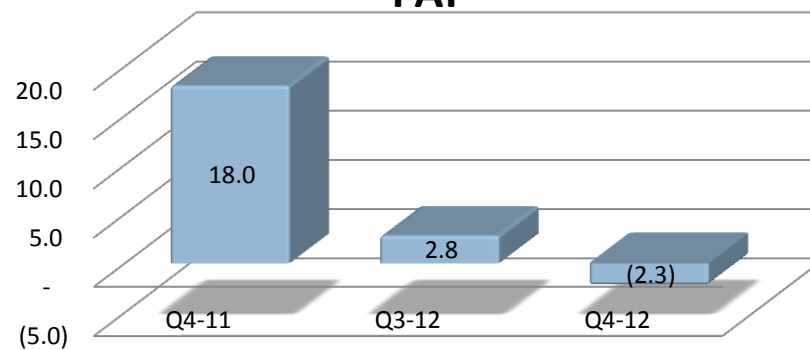
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Rs. Crores

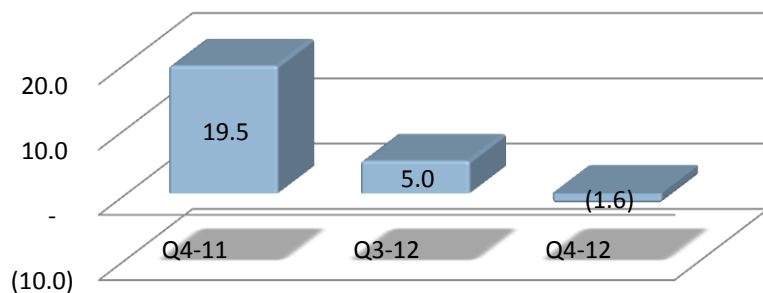
Revenue



PAT



EBIDTA



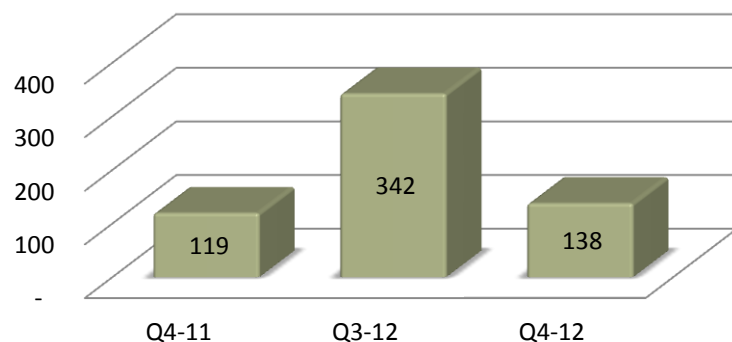
	QoQ	YoY
Revenue	-5%	-9%
EBIDTA	-131%	-108%
PAT	-180%	-112%

Domestic Products & IT Services

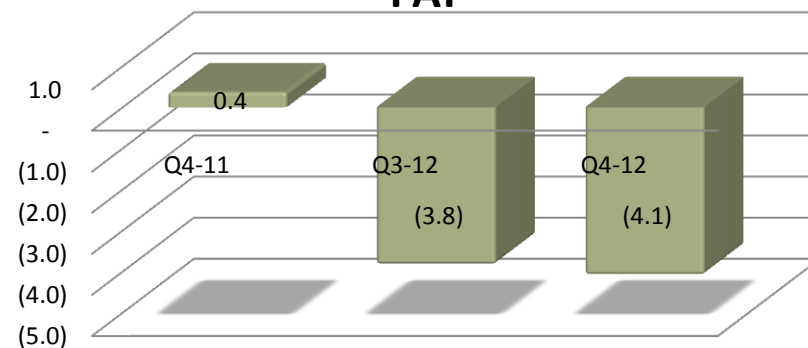
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Rs. Crores

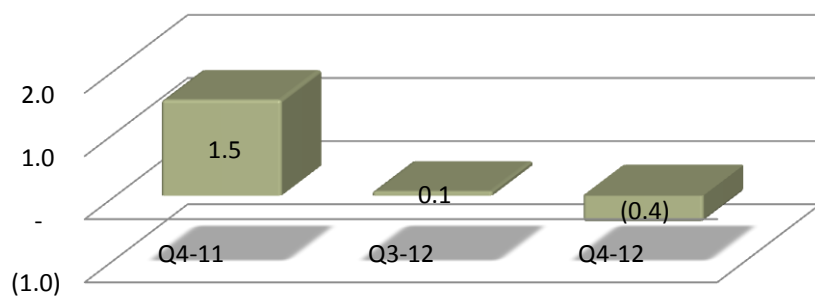
Revenue



PAT

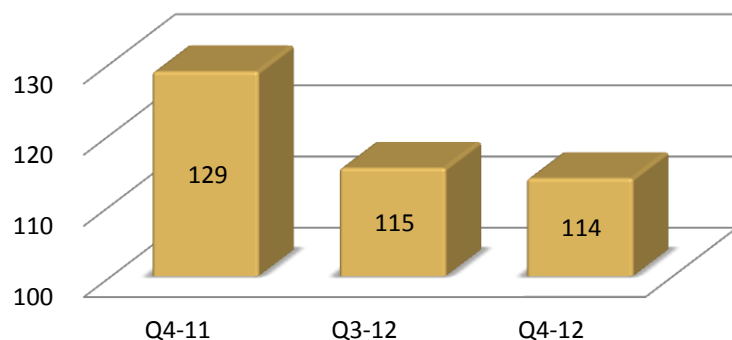


EBIDTA

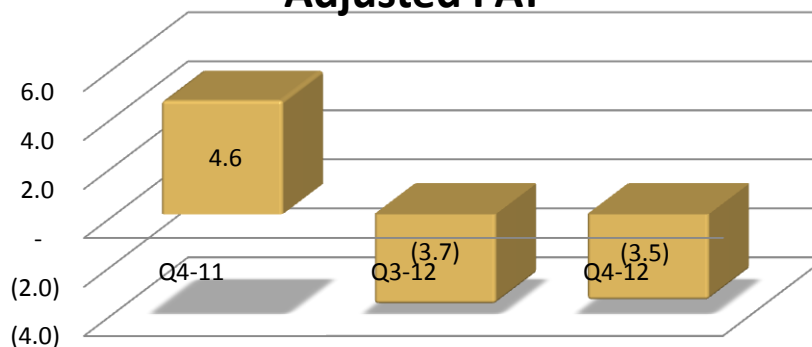


	QoQ	YoY
Revenue	-60%	15%
EBIDTA	-717%	-128%
PAT	-7%	-1210%

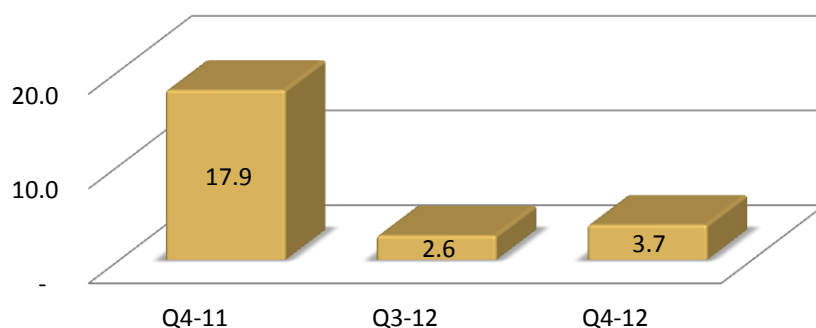
Revenue



Adjusted PAT



Adjusted EBIDTA

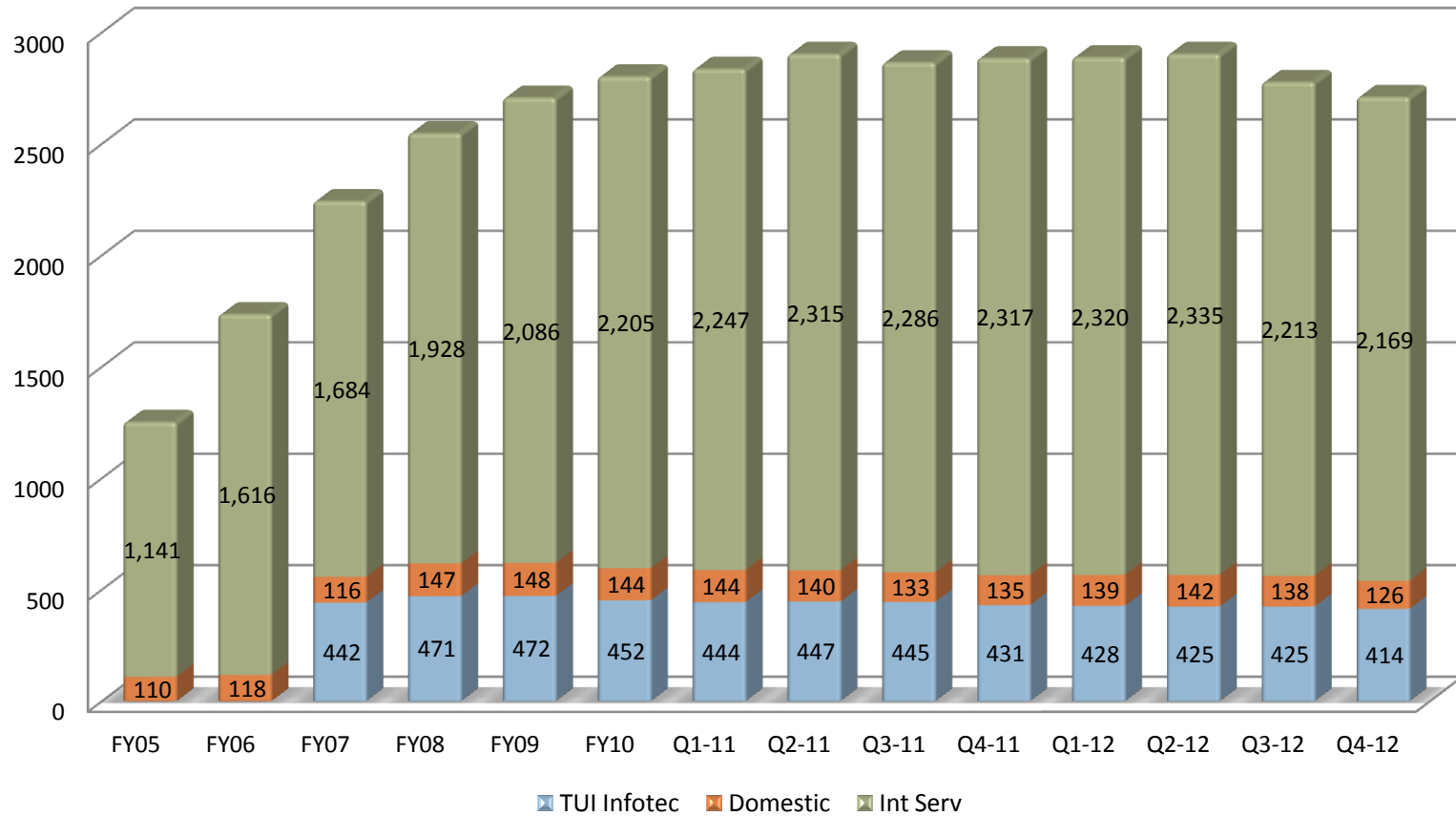


	QoQ	YoY
Revenue	-1 %	-12%
EBIDTA	44%	-79%
PAT	4%	-176%

Note : TUI Infotec Adjusted EBIDTA & PAT represent EBIDTA & PAT before employee restructuring costs in TUI Infotec

Headcount

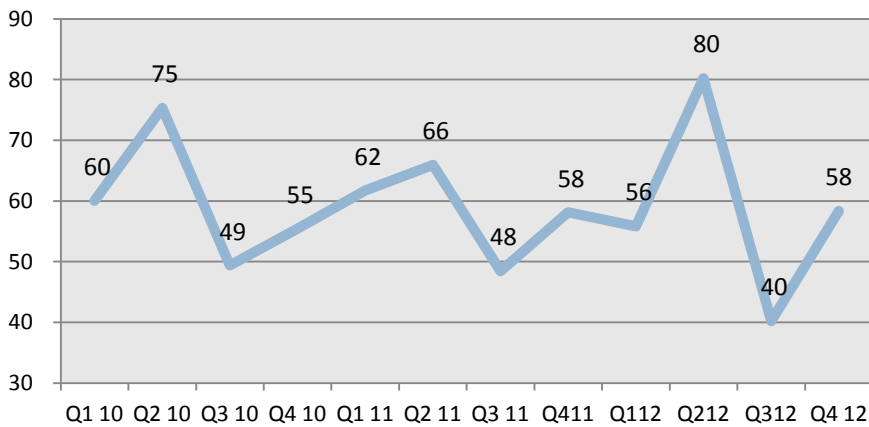
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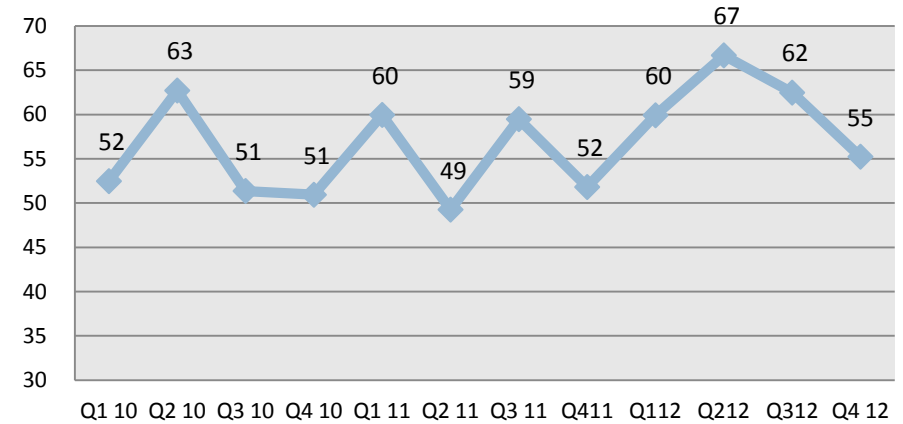
Days Sales Outstanding

7

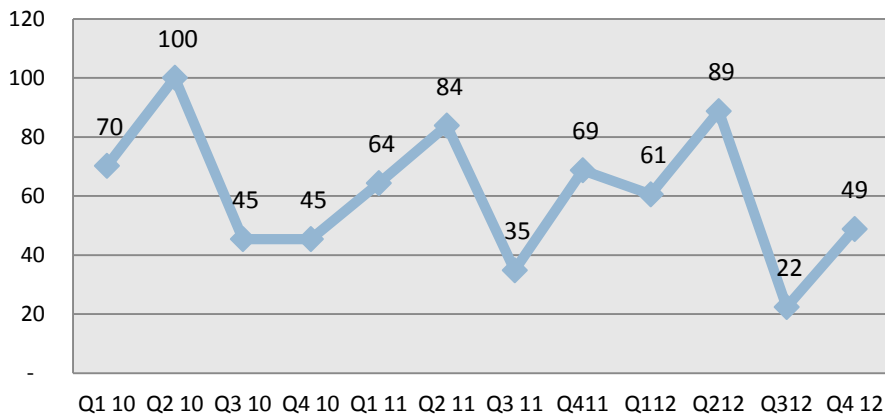
Consolidated



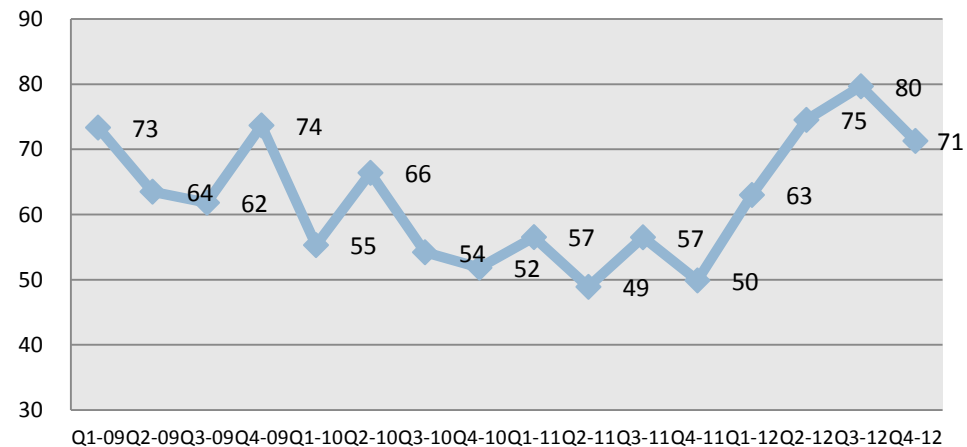
International Services



Domestic Products & Services



TUI Infotec

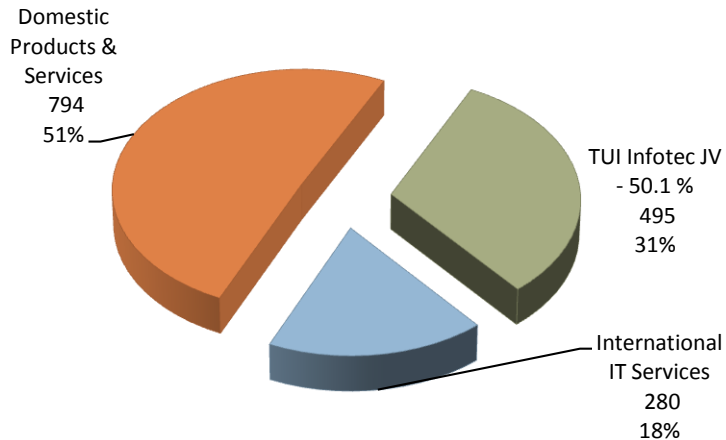


Annual Results - Summary

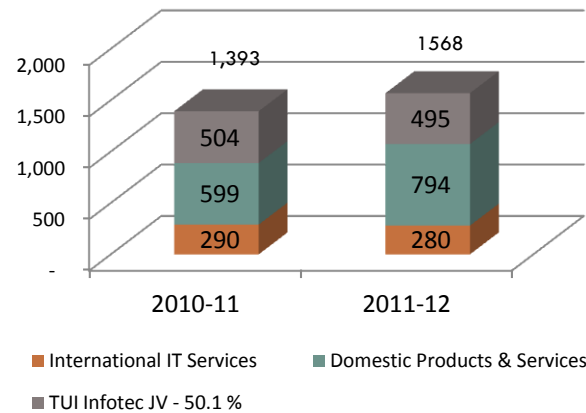
Consolidated FY 11-12

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Revenue 11-12

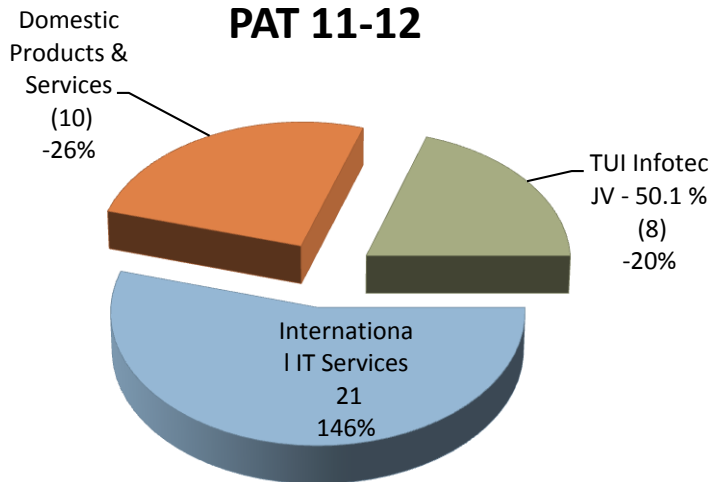


Revenue

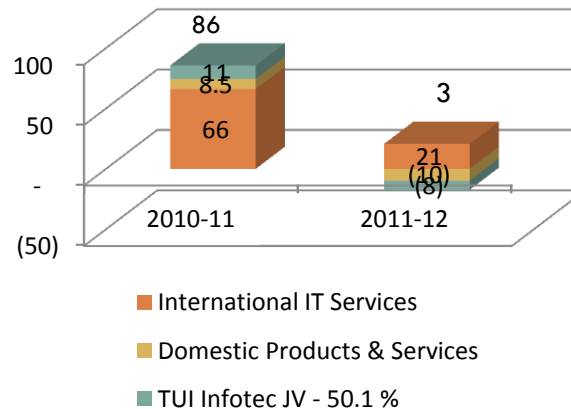


Growth	Rev	PAT
Intl	-3%	-69%
Domestic	32%	-215%
TUI	-2%	-168%

PAT 11-12



PAT

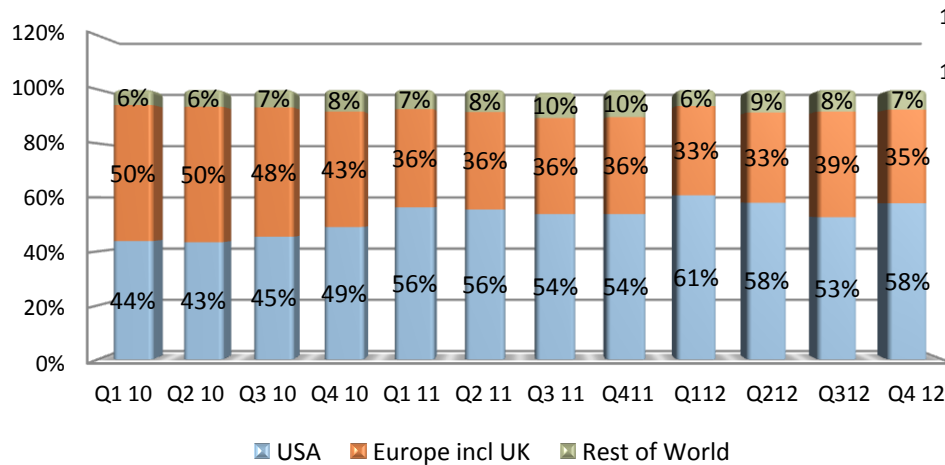


International Services – Key Metrics

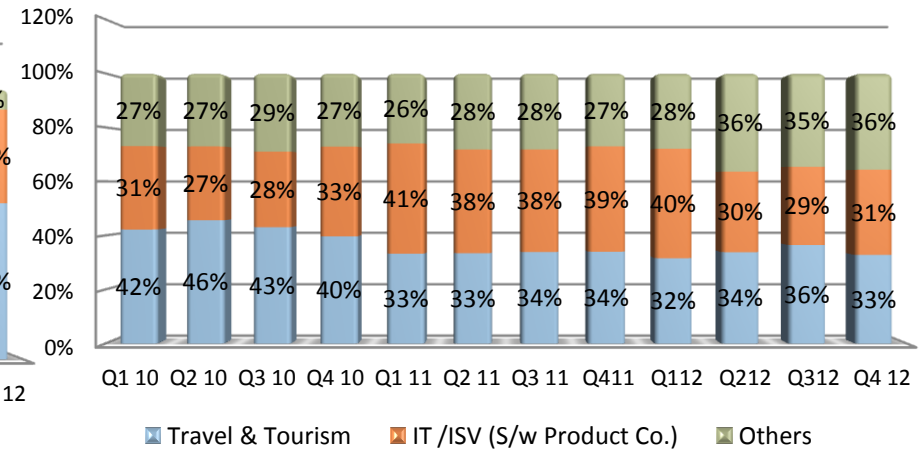
Revenue Metrics

11

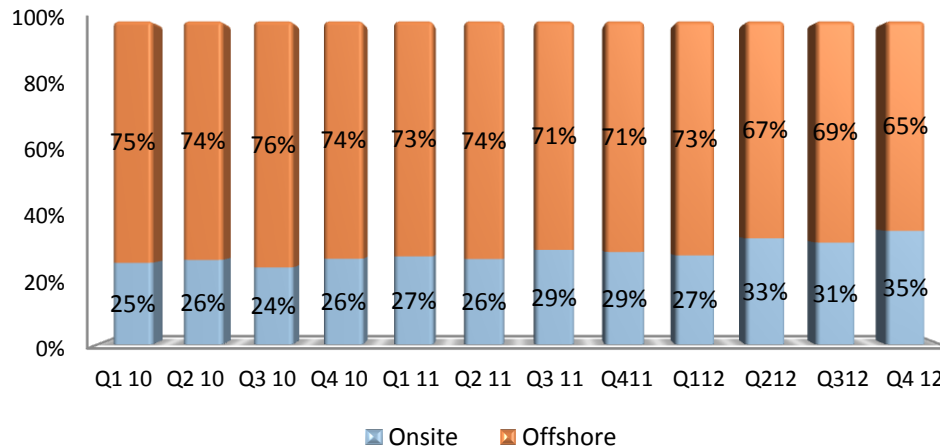
Geography



Service Line



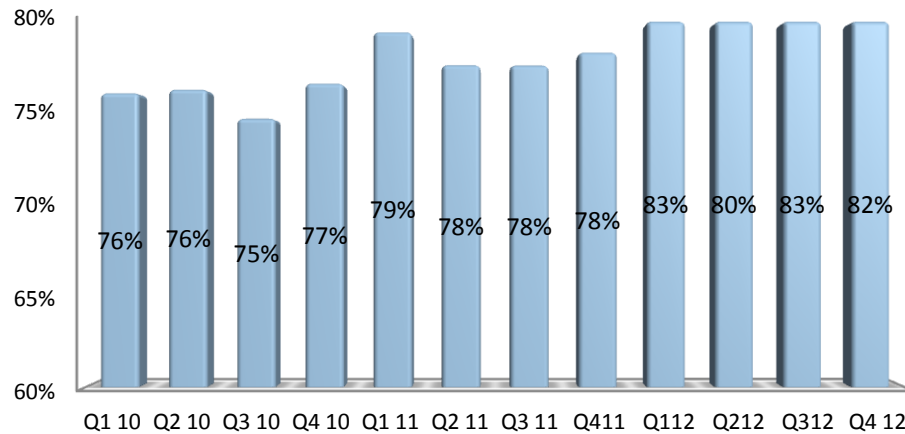
Onsite / Offshore



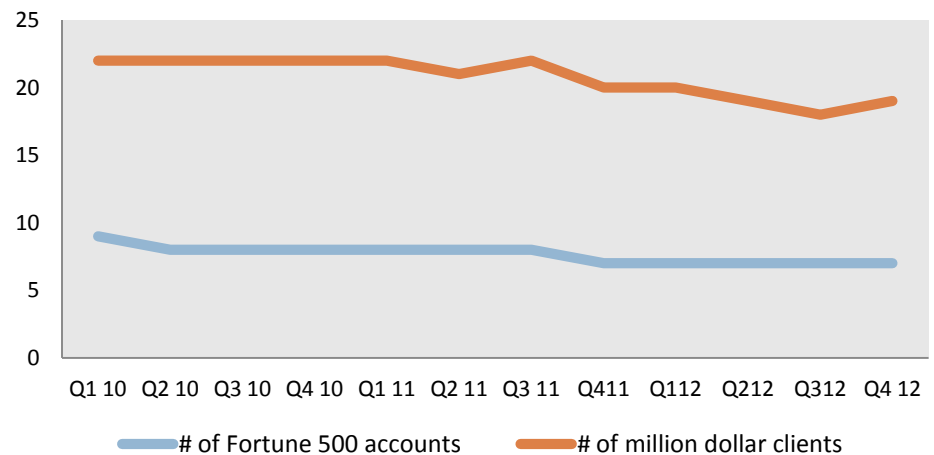
Customer Analysis

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Revenue from Top 10 customers

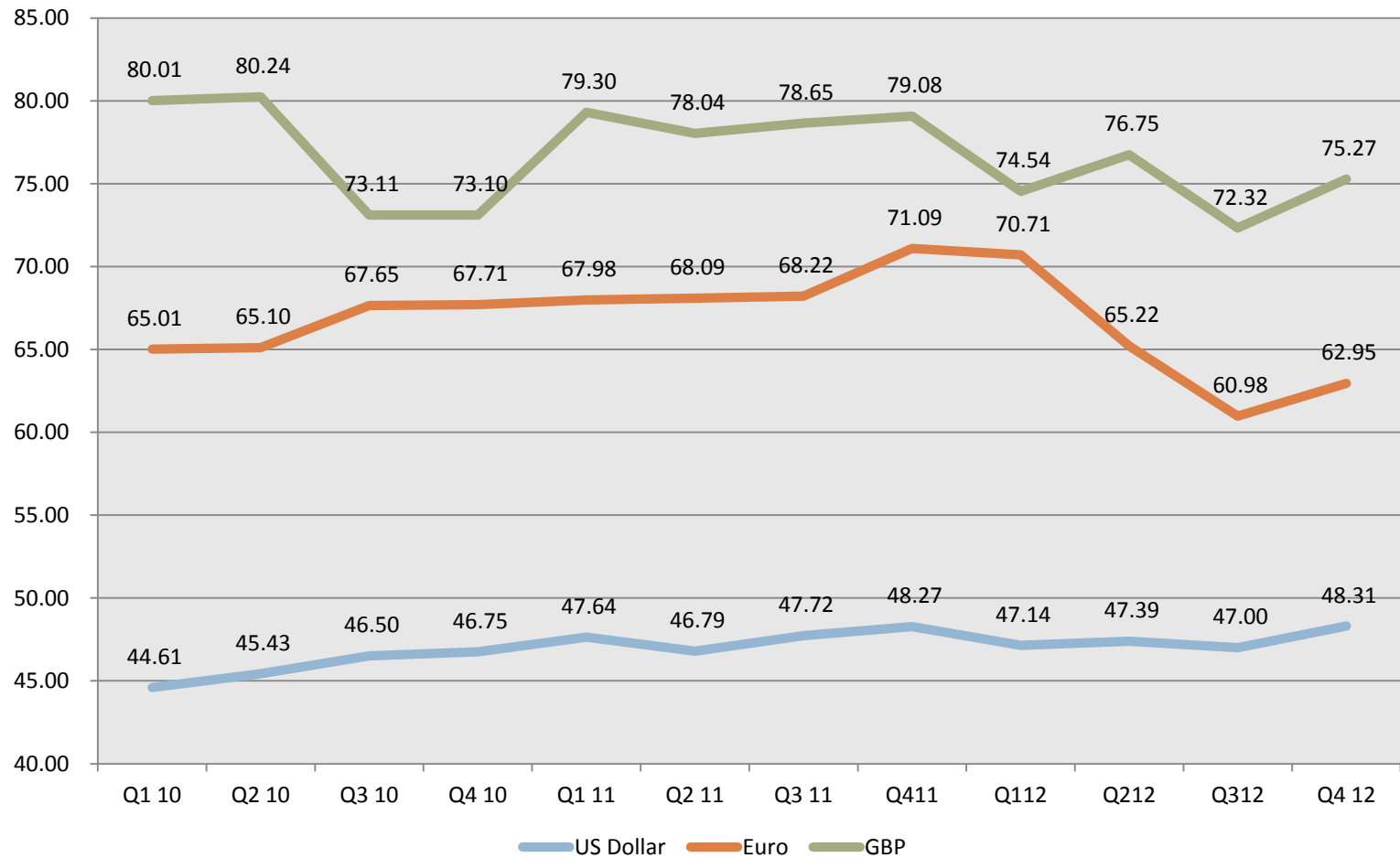


Customers by Category



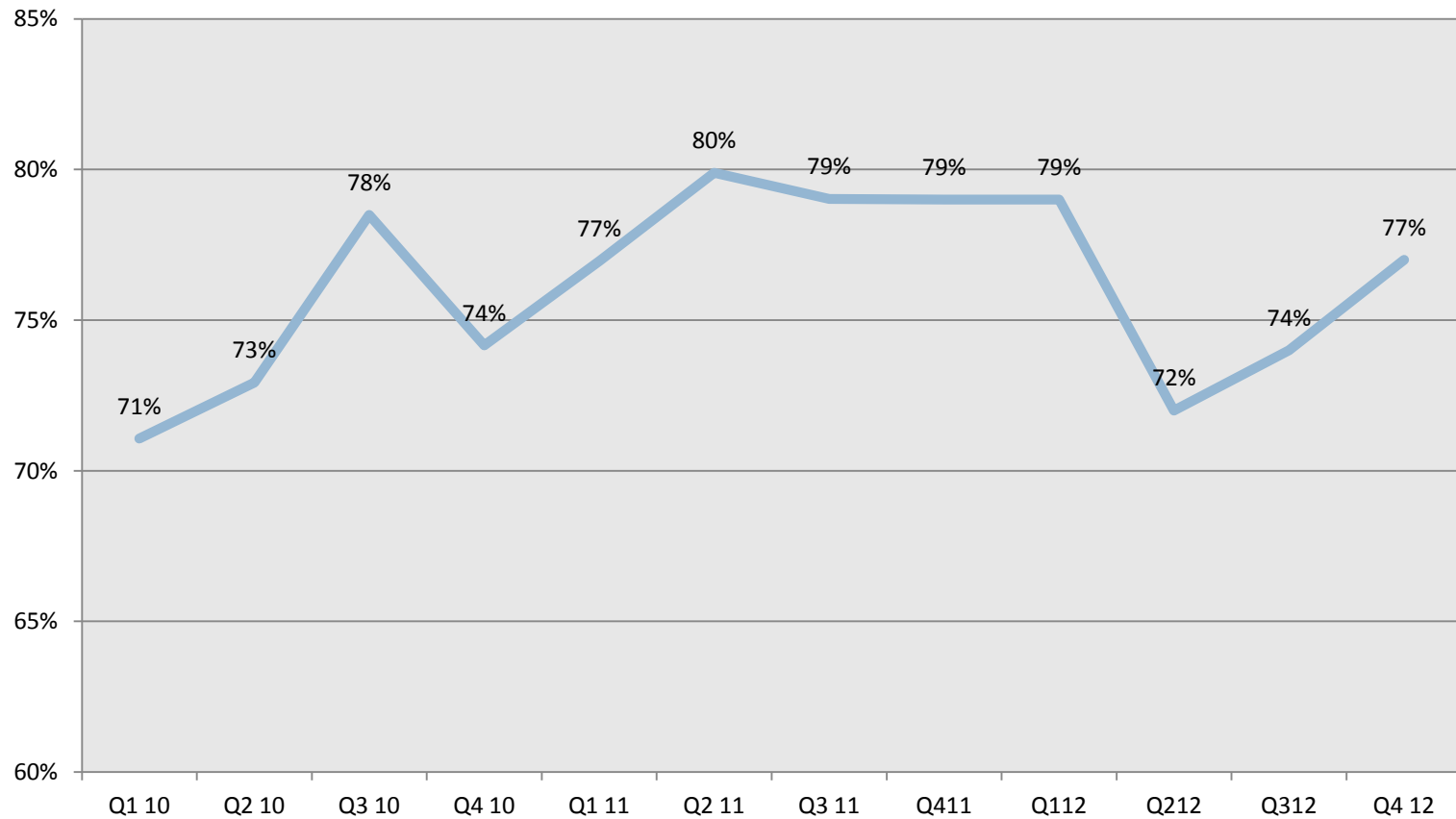
Rupee Realization Rates

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Utilization

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Blended Utilization

Base Notes & Disclosures

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- Presentation by segments is based on audited financials
- Intercompany revenues between International Services and TUI InfoTec have been adjusted
- Translation loss / gain on account of TUI Consolidation is adjusted in TUI InfoTec
- Foreign exchange gains or losses on realization, restatement and translation have been considered in calculating Operating Margins
- Foreign Exchange Loss / Gain on account of restatement of Debtors is adjusted against PAT as against the earlier practice of adjusting the revenue.