



Investors Presentation

Q4 FY 12-13 & FY 12-13



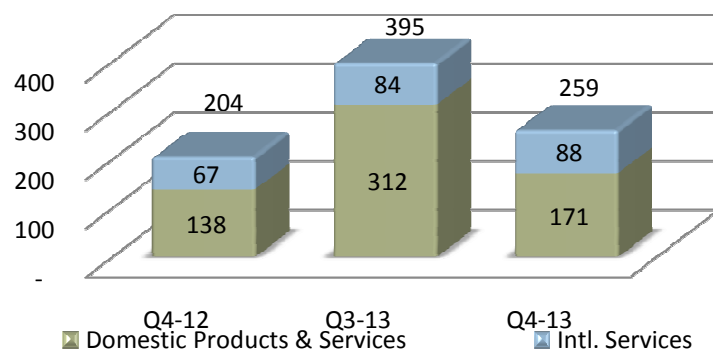
Sonata Software – Business Structure

	Sonata Software Limited						
Reporting Structure	International IT Services						Domestic Products & Services
Revenue 2012-13	\$ 61.5 Millions						\$179.5 Millions
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

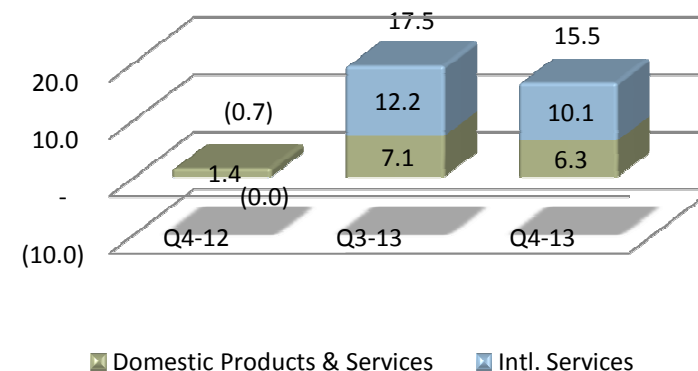
Consolidated

INR Crores

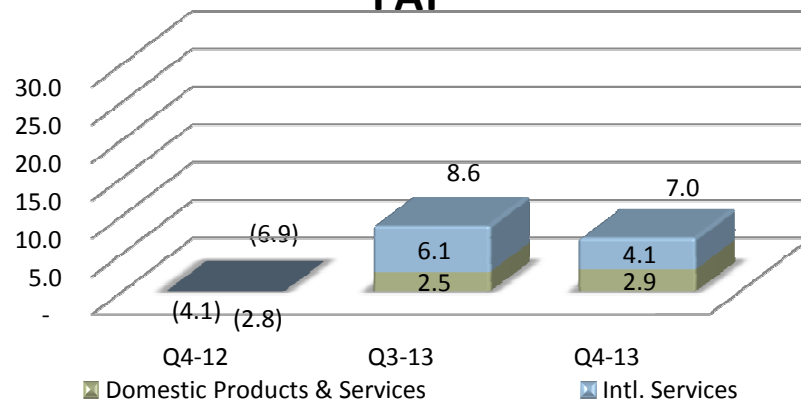
Revenue



EBIDTA



PAT



	QoQ	YoY
Rev	-34%	27%
EBIDTA	-11%	2,470%
PAT	-19%	204%

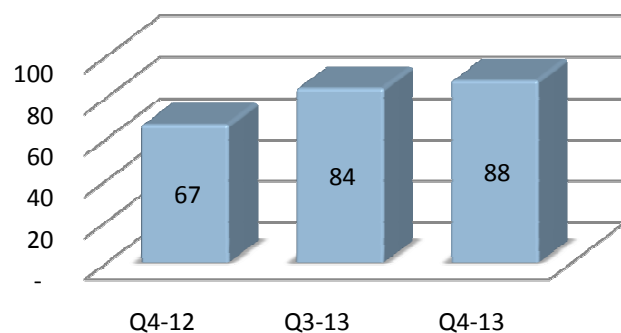
Note :

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

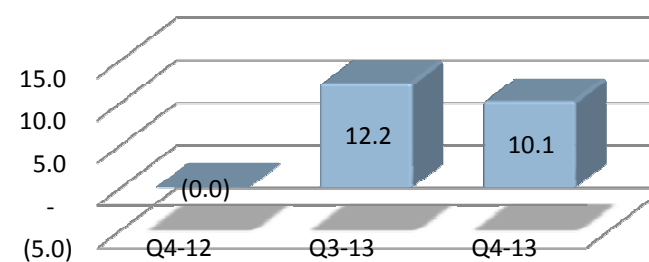
International IT services

INR Crores

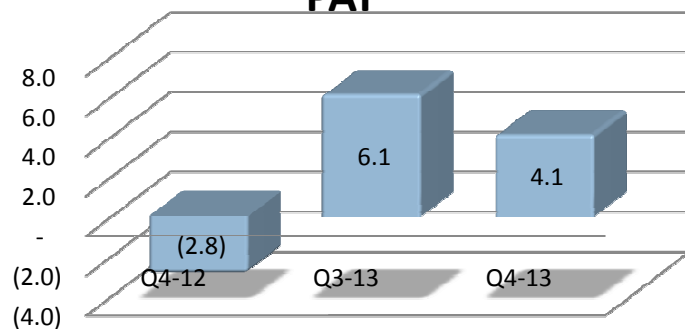
Revenue



EBIDTA



PAT

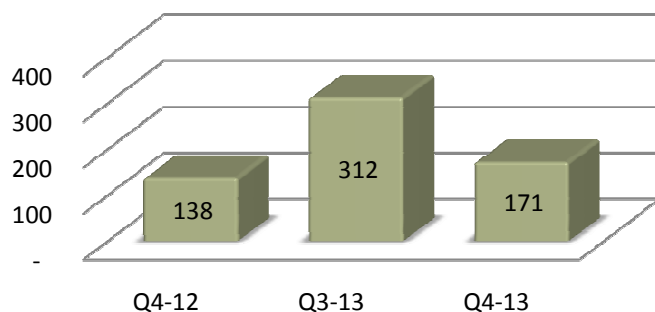


	QoQ	YoY
Revenue	5%	32%
EBIDTA	-17%	100%
PAT	-33%	244%

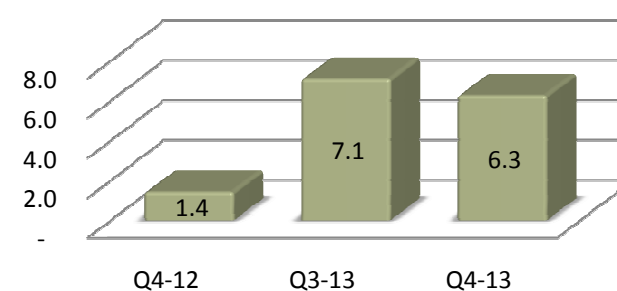
Domestic product & IT services

INR Crores

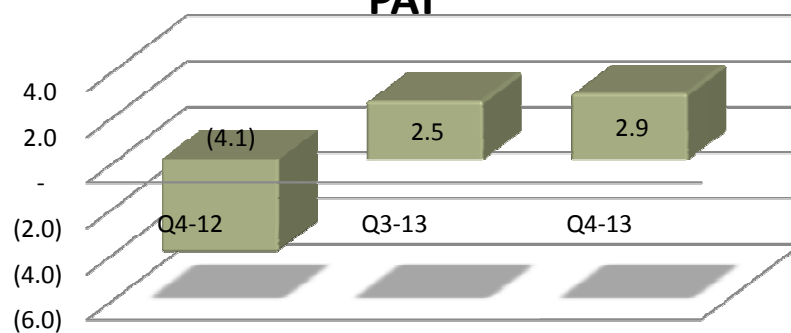
Revenue



EBIDTA

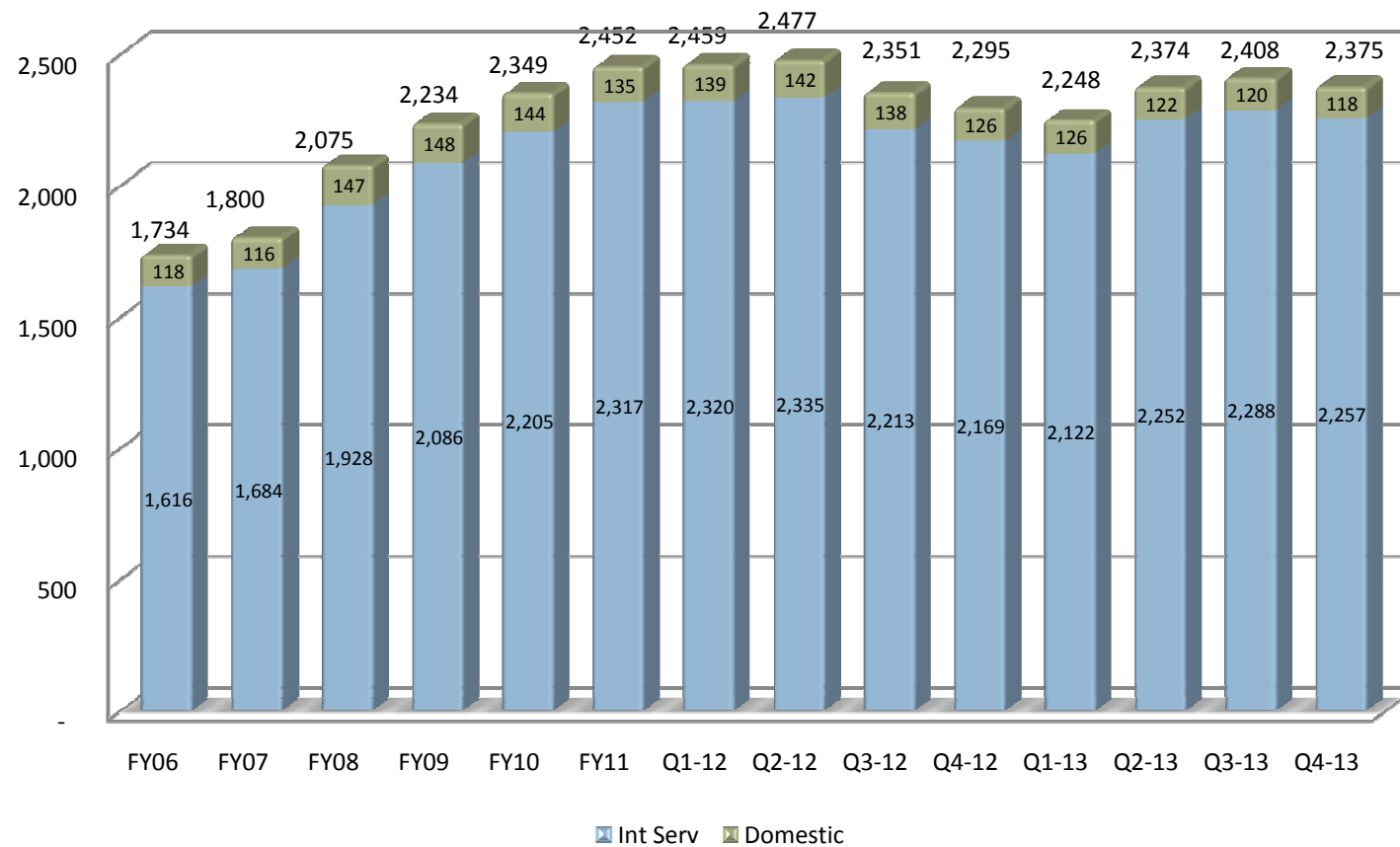


PAT



	QoQ	YoY
Revenue	-45%	24%
EBIDTA	-12%	337%
PAT	13%	171%

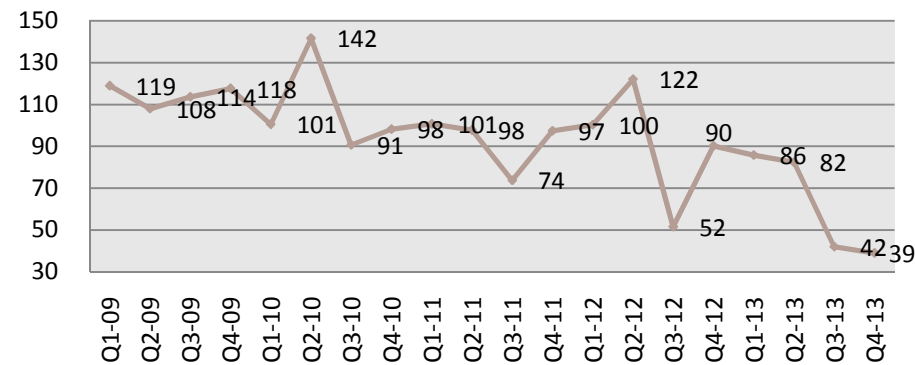
Head count



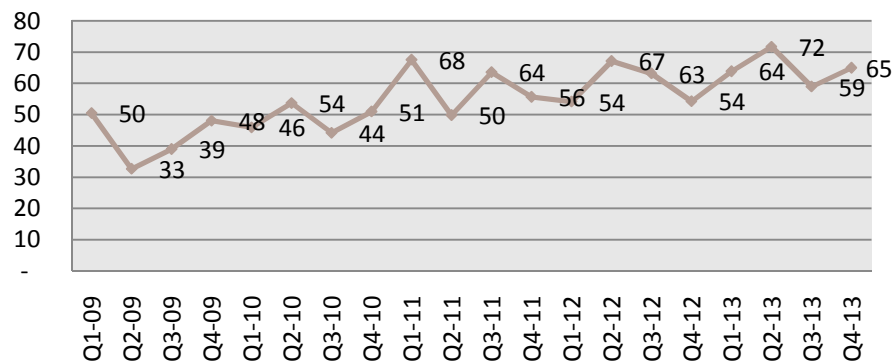
Note : Headcount excludes TUI Infotec # for previous quarters

Day Sales Outstanding

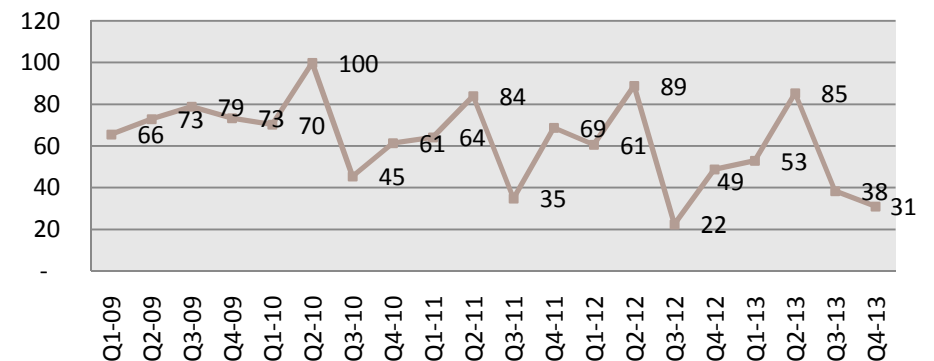
Consolidated



International Services



Domestic Products & IT Services





Annual Results - Summary

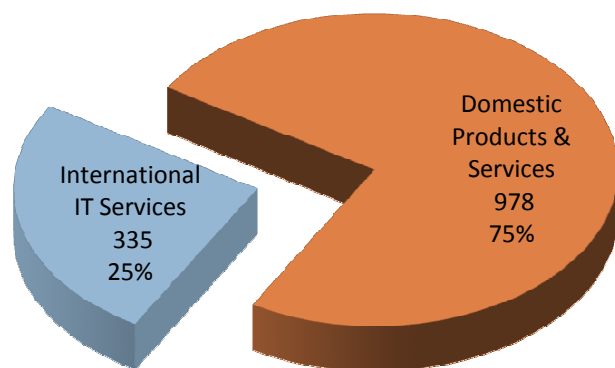
Consolidated Annual Revenues & PAT

9

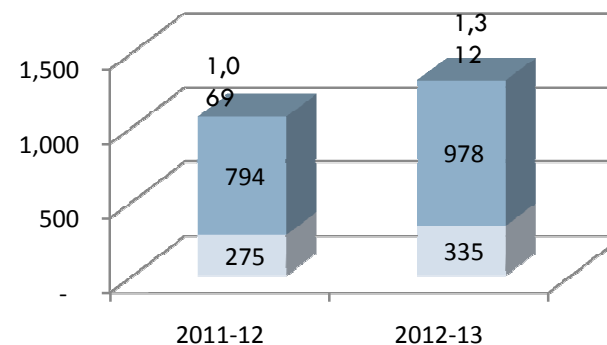
1568

INR Crores

Revenue



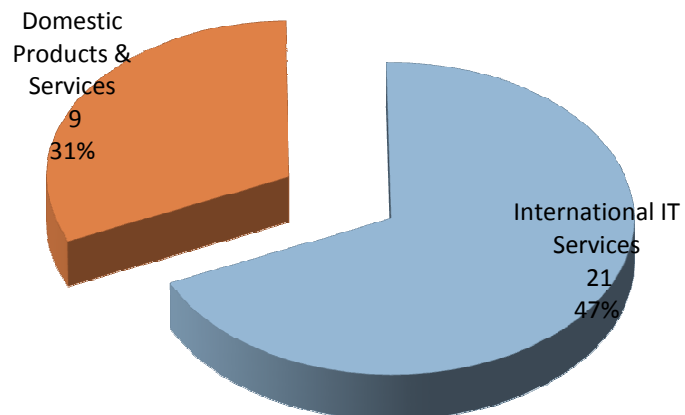
Revenue



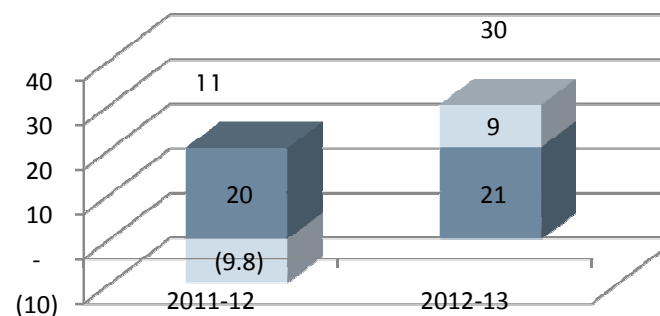
■ International IT Services ■ Domestic Products & Services

Growth	Rev	PAT
Intl	22%	1%
Domestic	23%	197%
Cons	23%	183%

PAT



PAT



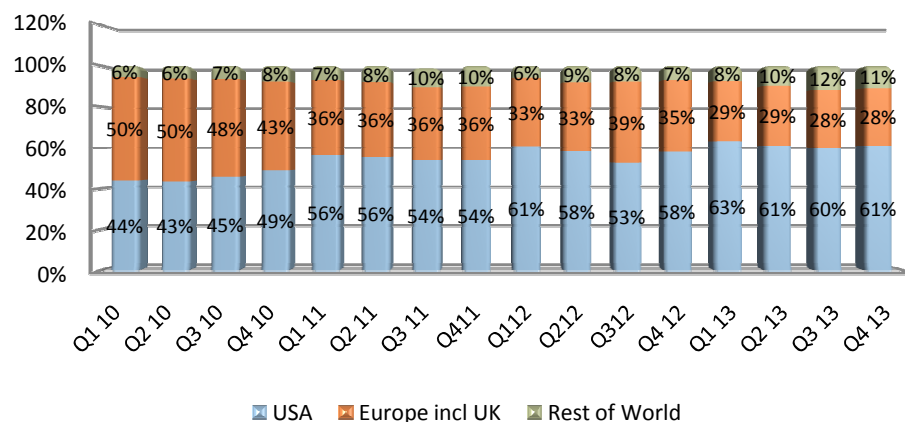
■ International IT Services ■ Domestic Products & Services



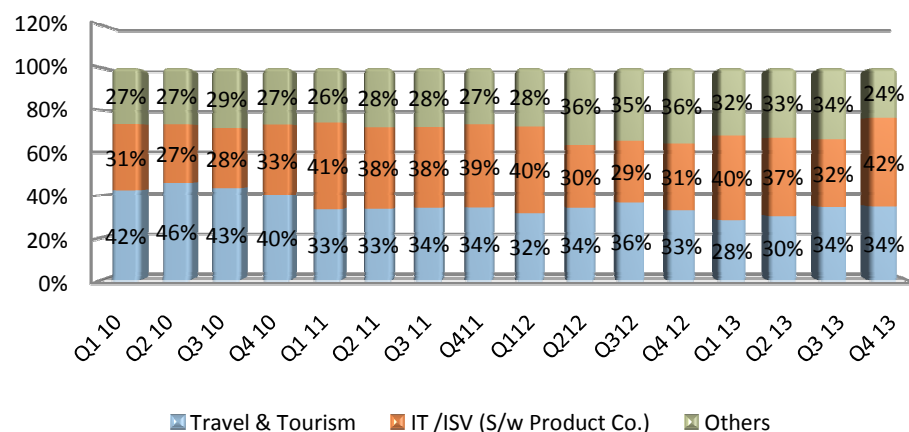
International Services – Key Metrics

Revenue Metrics

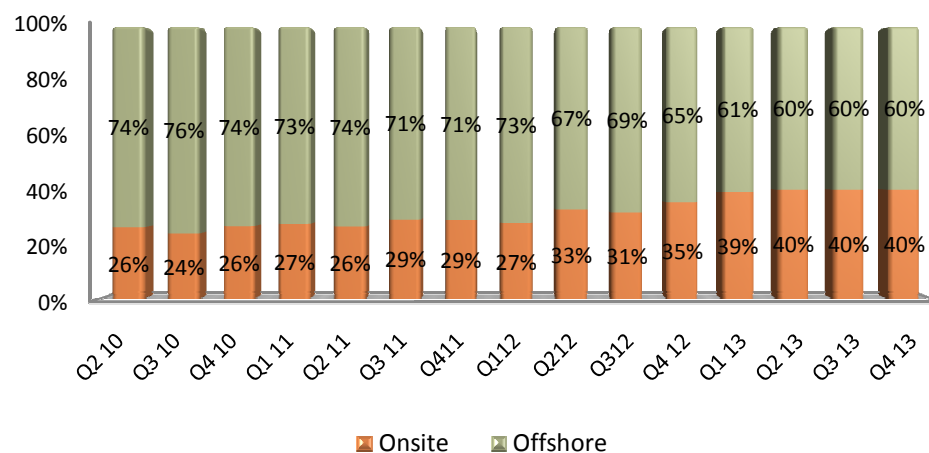
Geography



Service Line

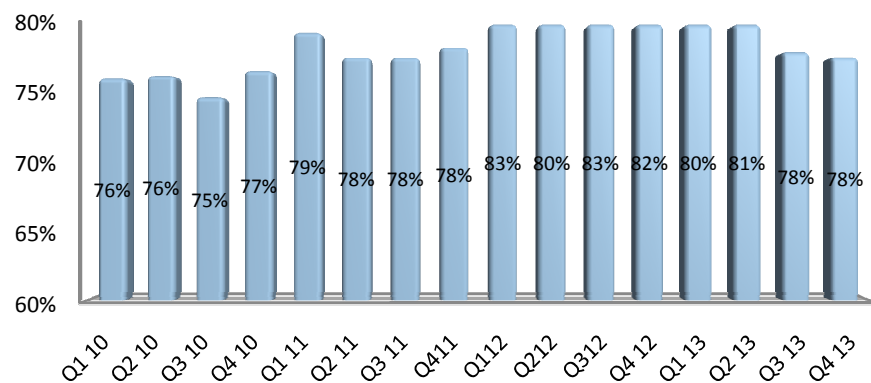


Onsite / Offshore

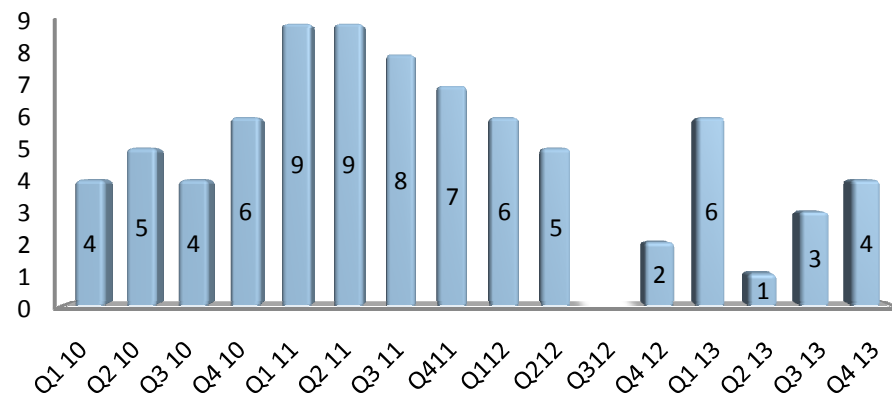


Customer Analysis

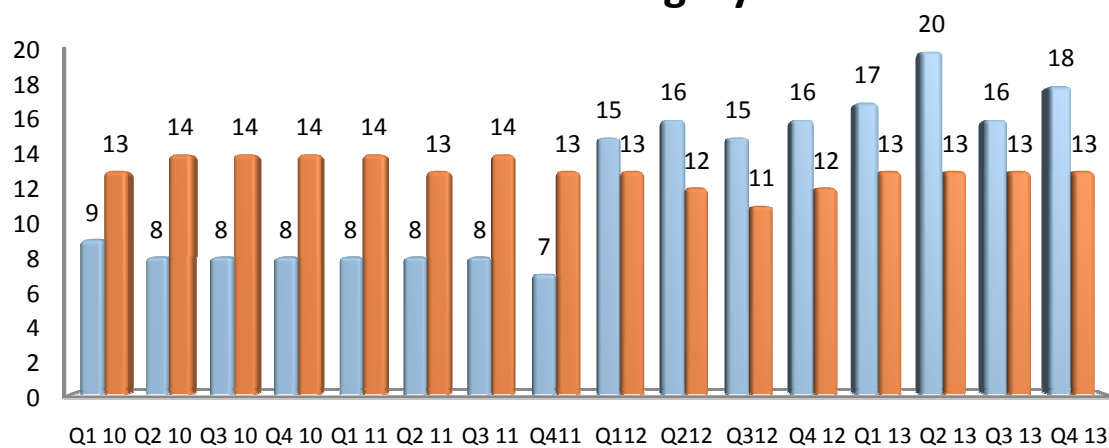
Revenue from Top 10 customers



New Customers



Customer Category

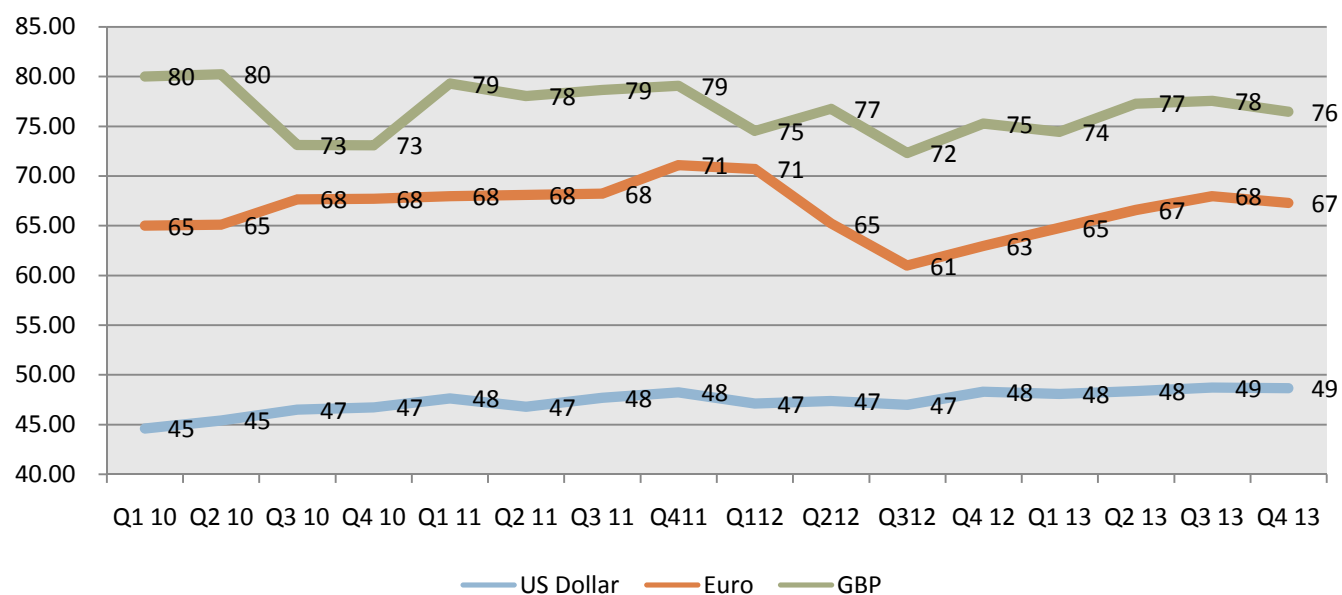


■ # of Fortune 500 accounts

■ # of million dollar clients

Rupee Realization Rates

Effective Realization Rates



Utilization



Utilisation

