

Investors Presentation - Q2 FY 2011 - 12

November 07, 2011

Sonata Software – Business Structure

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	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

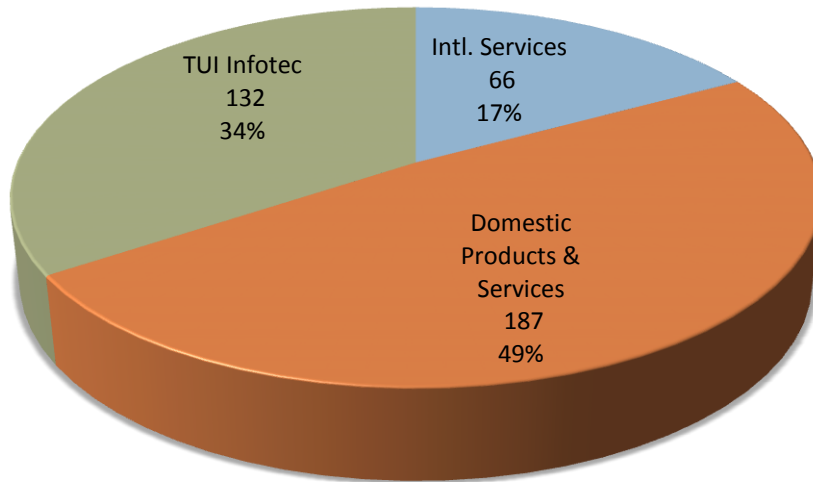
Q2 FY 12

Consolidated Revenue: Rs 384.92 & PAT: Rs 9.08

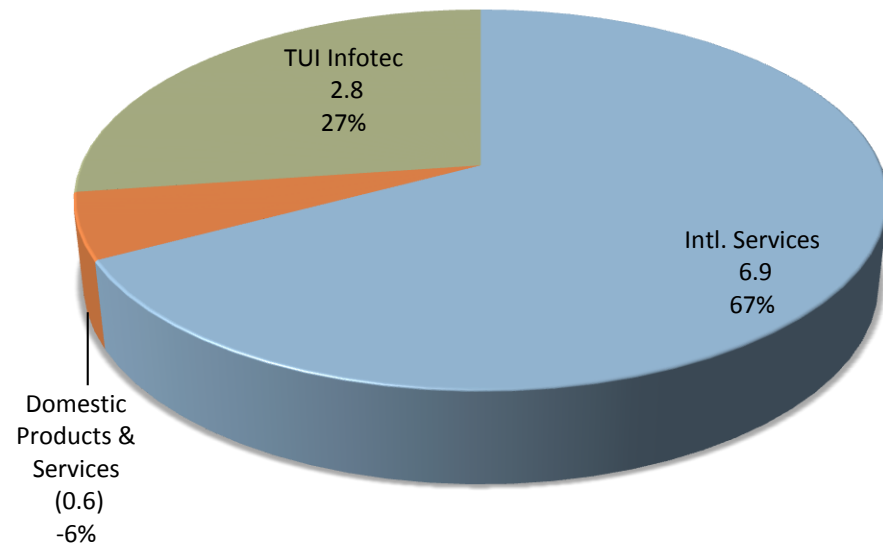
2

Rs. Crores

Revenue for Q2-12



PAT for Q2-12



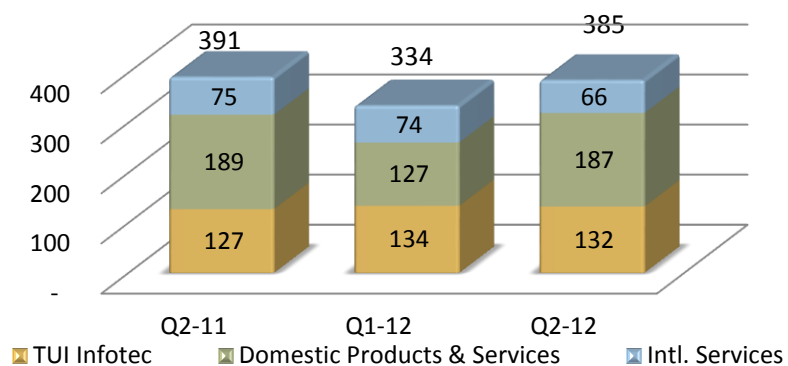
* Consolidated Revenue & Net Profit is after elimination of inter company transactions. & considering Sonata Share of 50.1% profit in TUI InfoTec

Consolidated

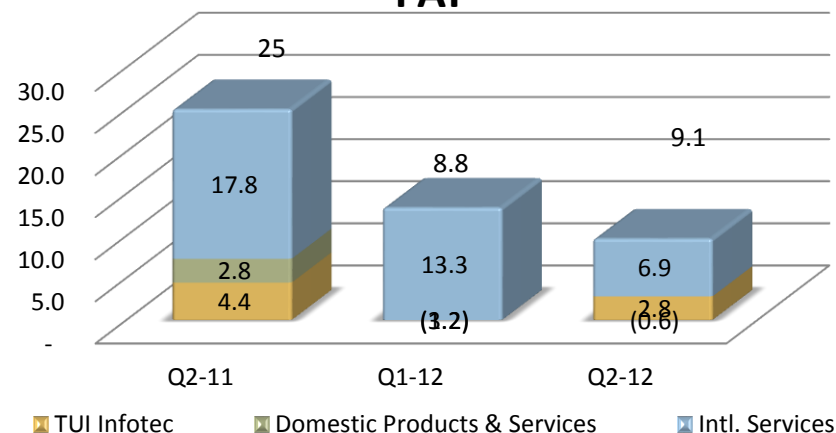
3

Rs. Crores

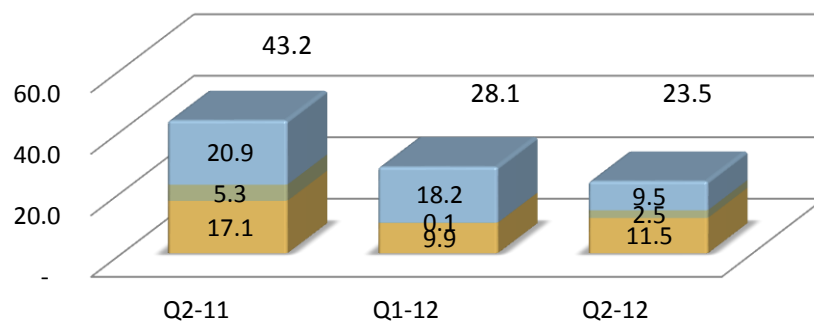
Revenue



PAT



EBIDTA



	QoQ	YoY
Revenue	15 %	-2 %
EBIDTA	-17 %	-46 %
PAT	3 %	-64%

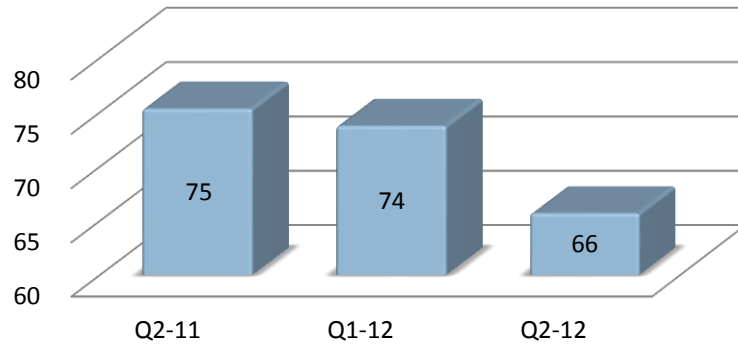
 TUI Infotec
  Domestic Products & Services
  Intl. Services

International IT Services

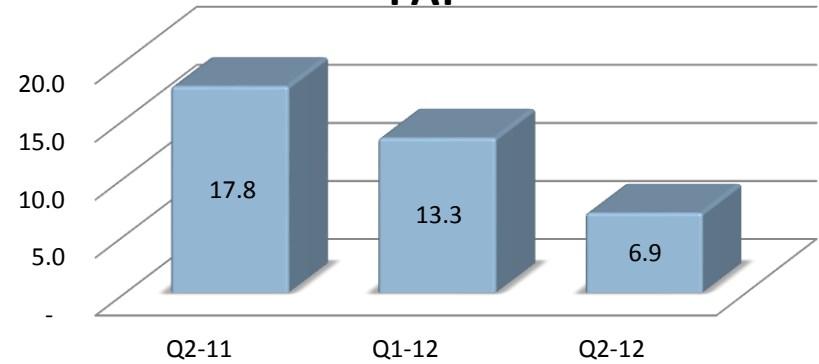
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Rs. Crores

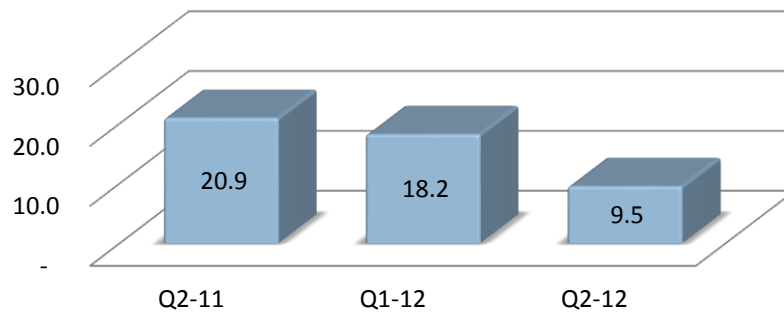
Revenue



PAT



EBIDTA



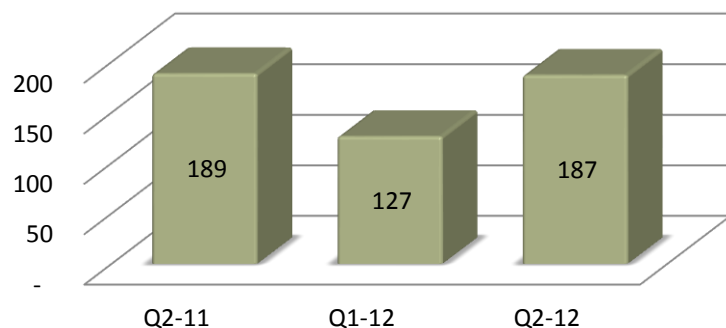
	QoQ	YoY
Revenue	-11%	-13%
EBIDTA	- 48 %	-55%
PAT	- 49 %	- 61 %

Domestic Products & IT Services

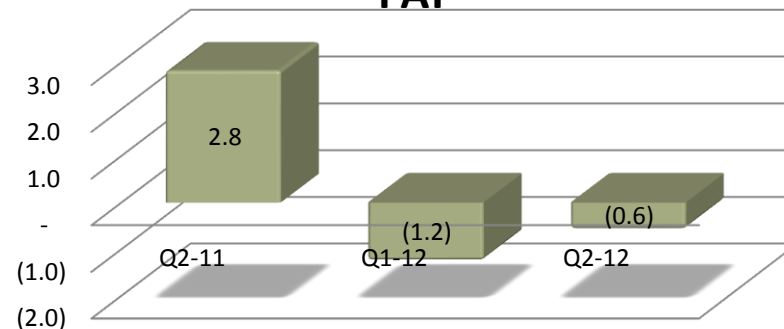
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Rs. Crores

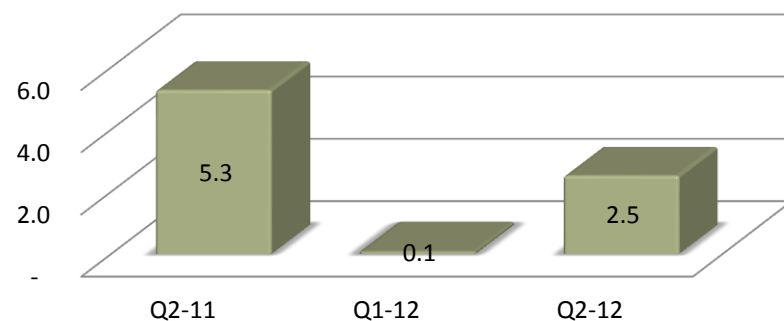
Revenue



PAT



EBIDTA



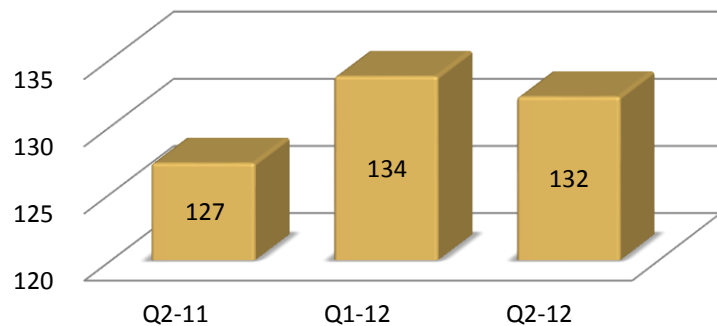
	QoQ	YoY
Revenue	48 %	- 1 %
EBIDTA	2923%	- 52 %
PAT	54%	-120%

TUI InfoTech

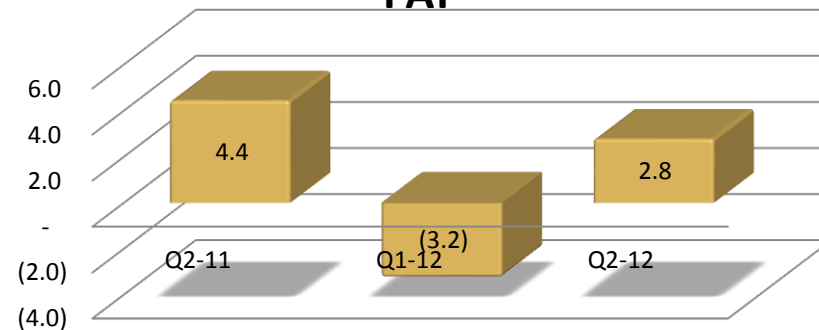
6

Rs. Crores

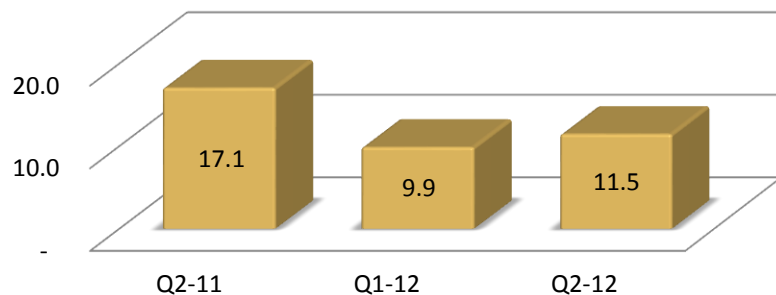
Revenue



PAT



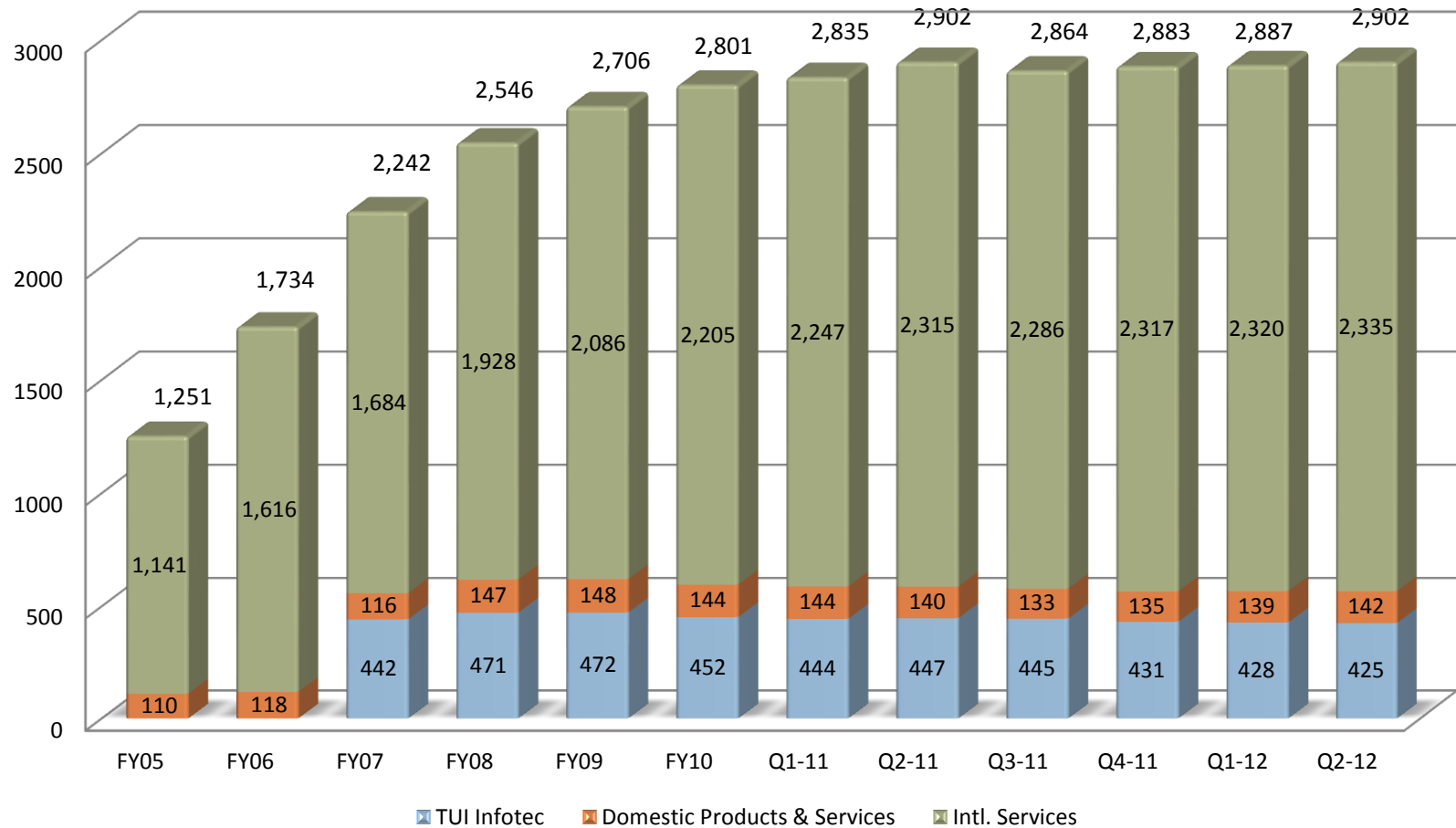
EBIDTA



	QoQ	YoY
Revenue	-1 %	4%
EBIDTA	16 %	- 33 %
PAT	186 %	- 37 %

Headcount

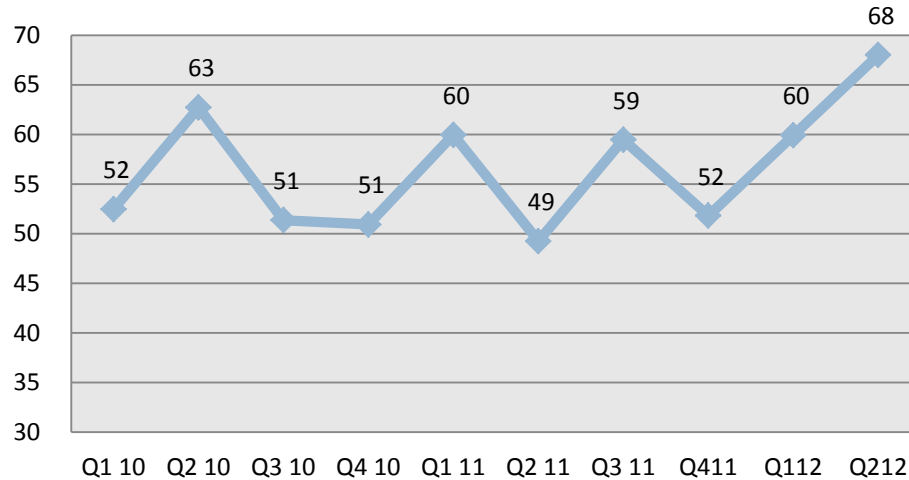
7



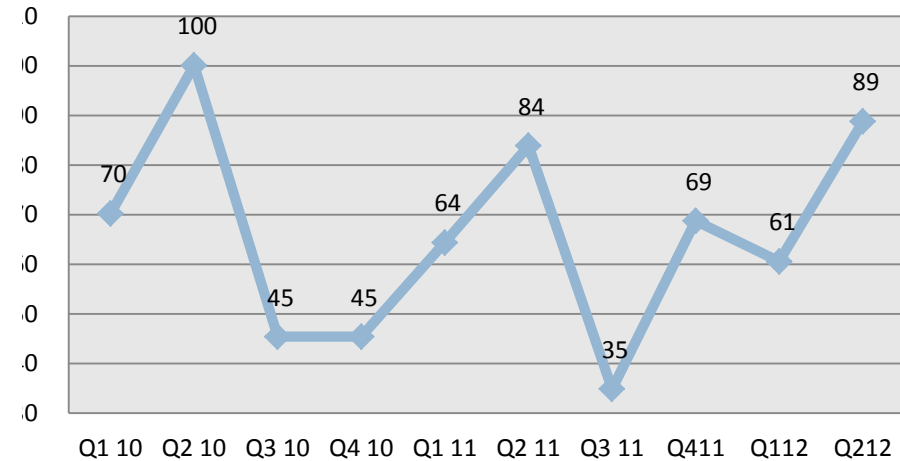
Days Sales Outstanding

8

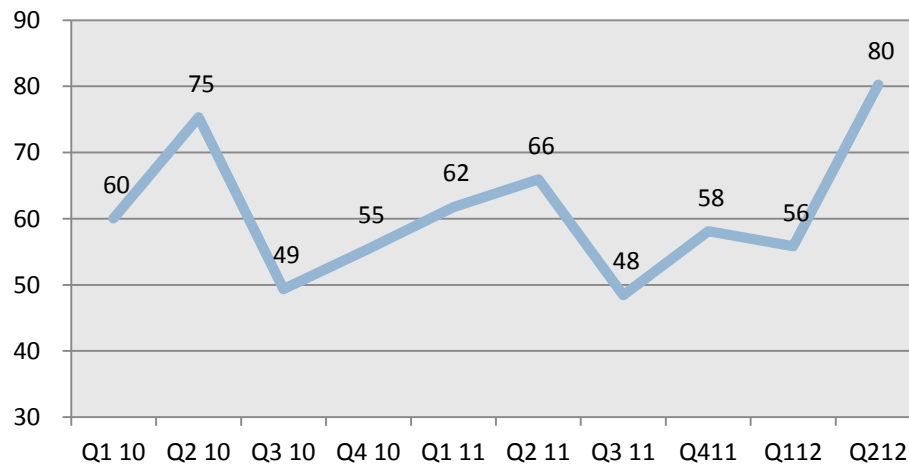
International Services



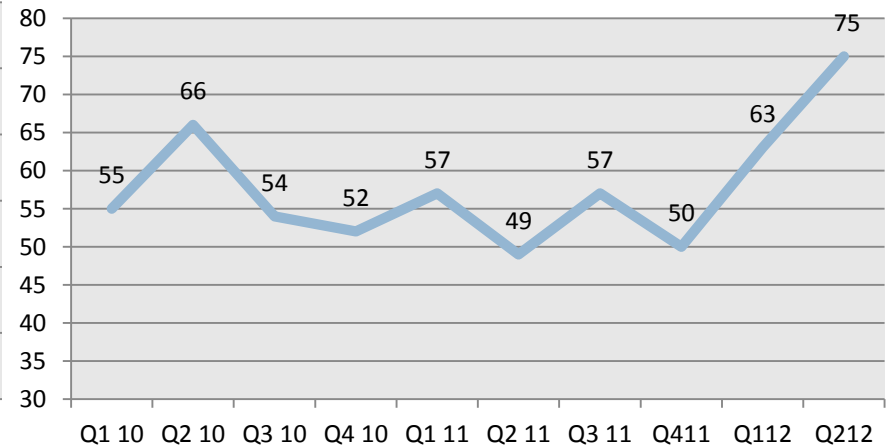
Domestic Products & Services



Consolidated



TUI

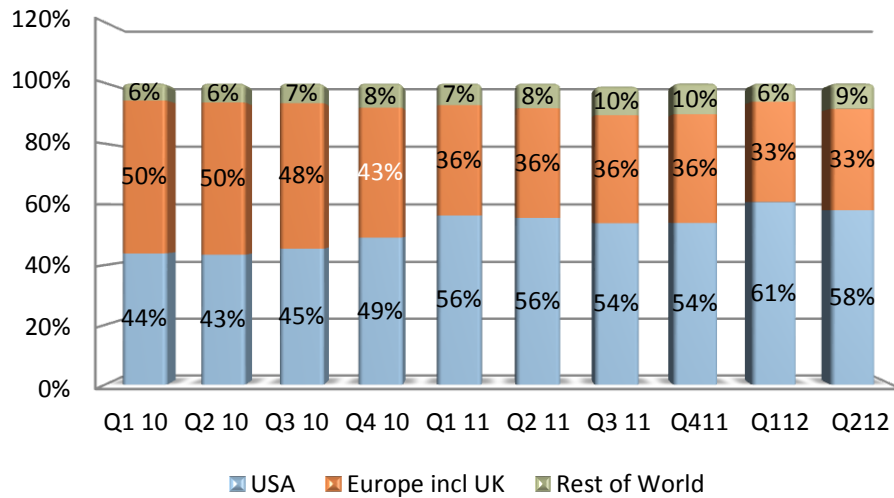


International Services – Key Metrics

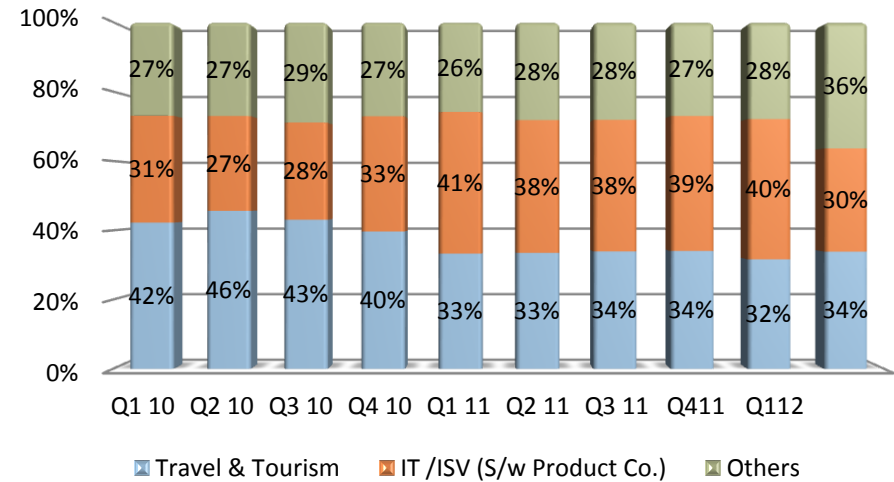
Revenue Metrics

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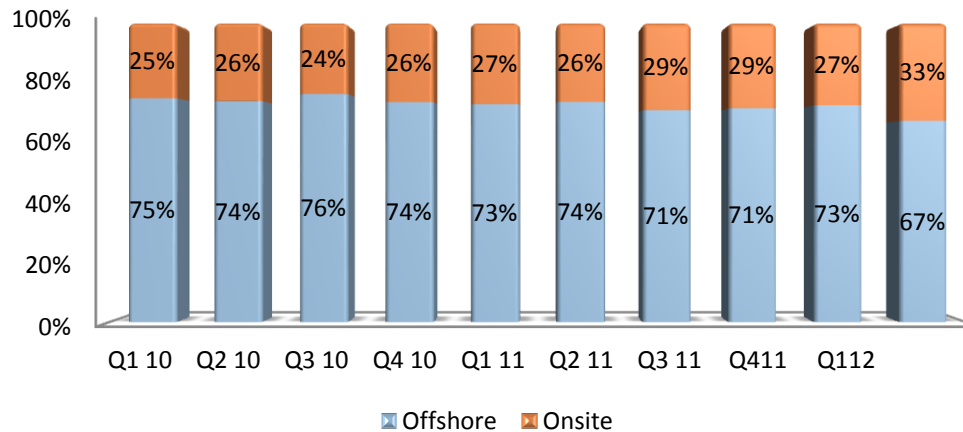
Geography



Service Line



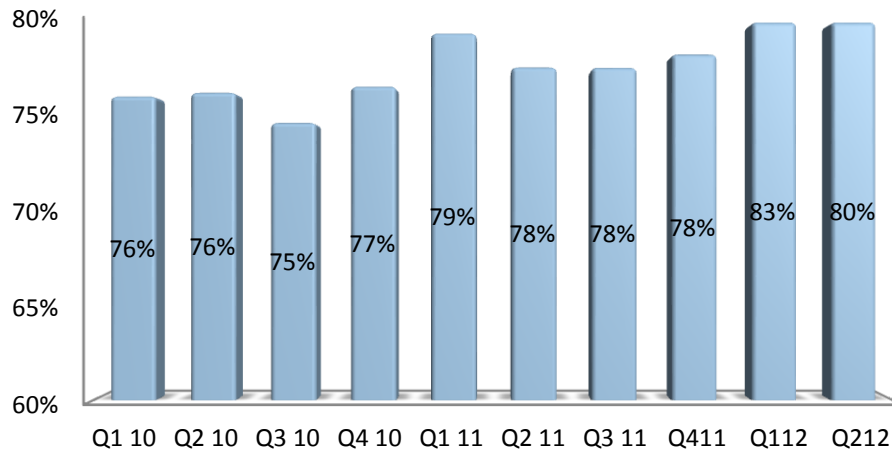
Onsite / Offshore



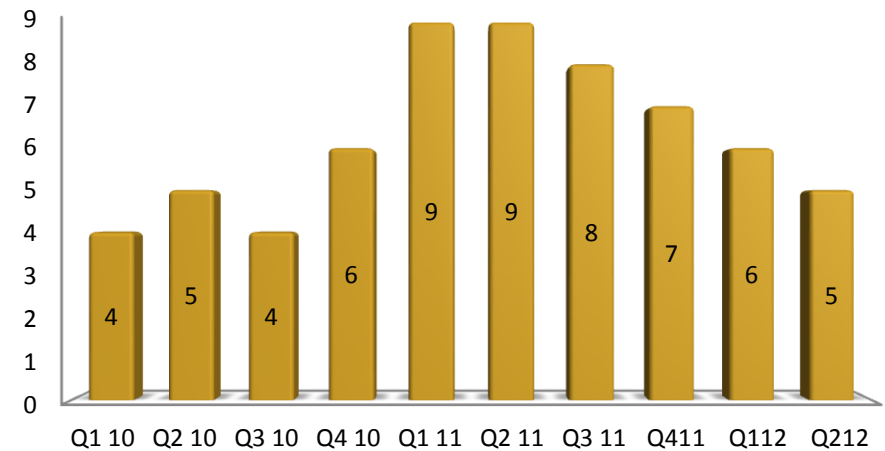
Customer Analysis

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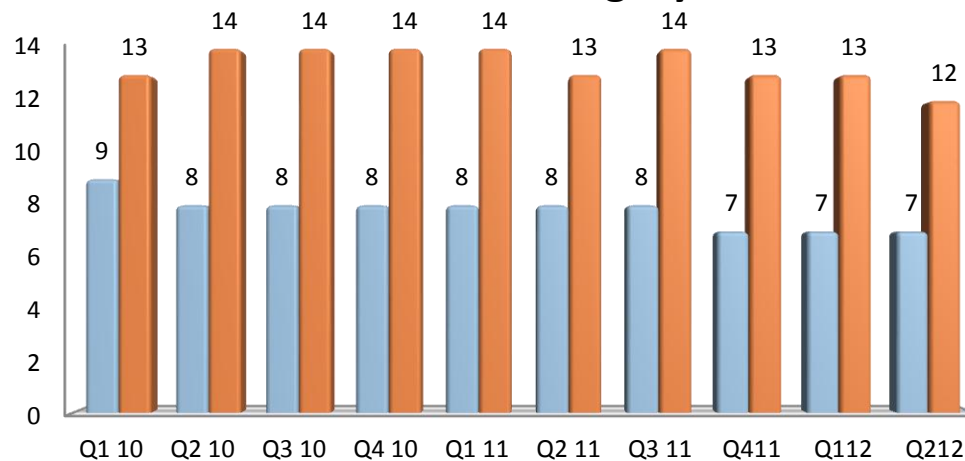
Revenue from Top 10 customers



New Customers



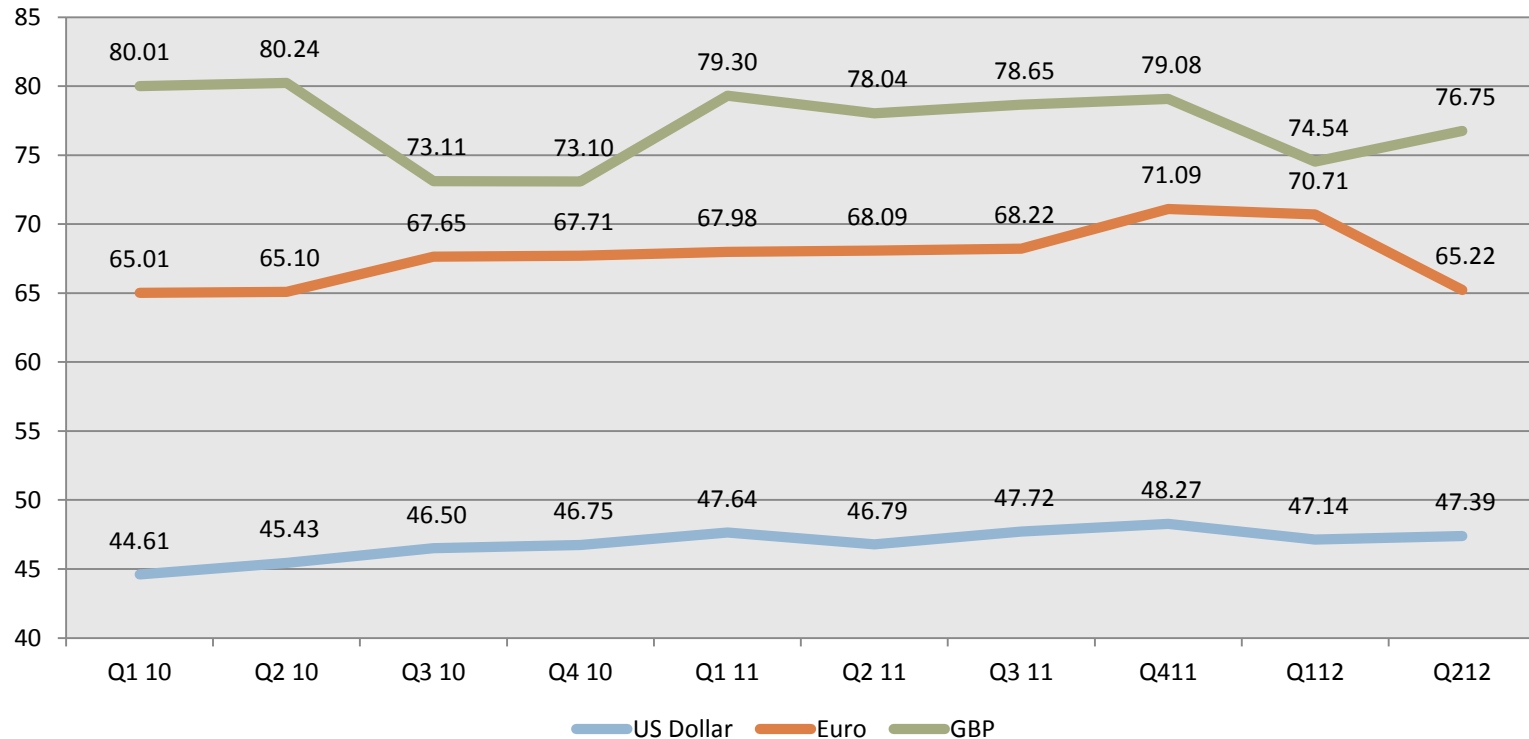
Customer Category



Rupee Realization Rates

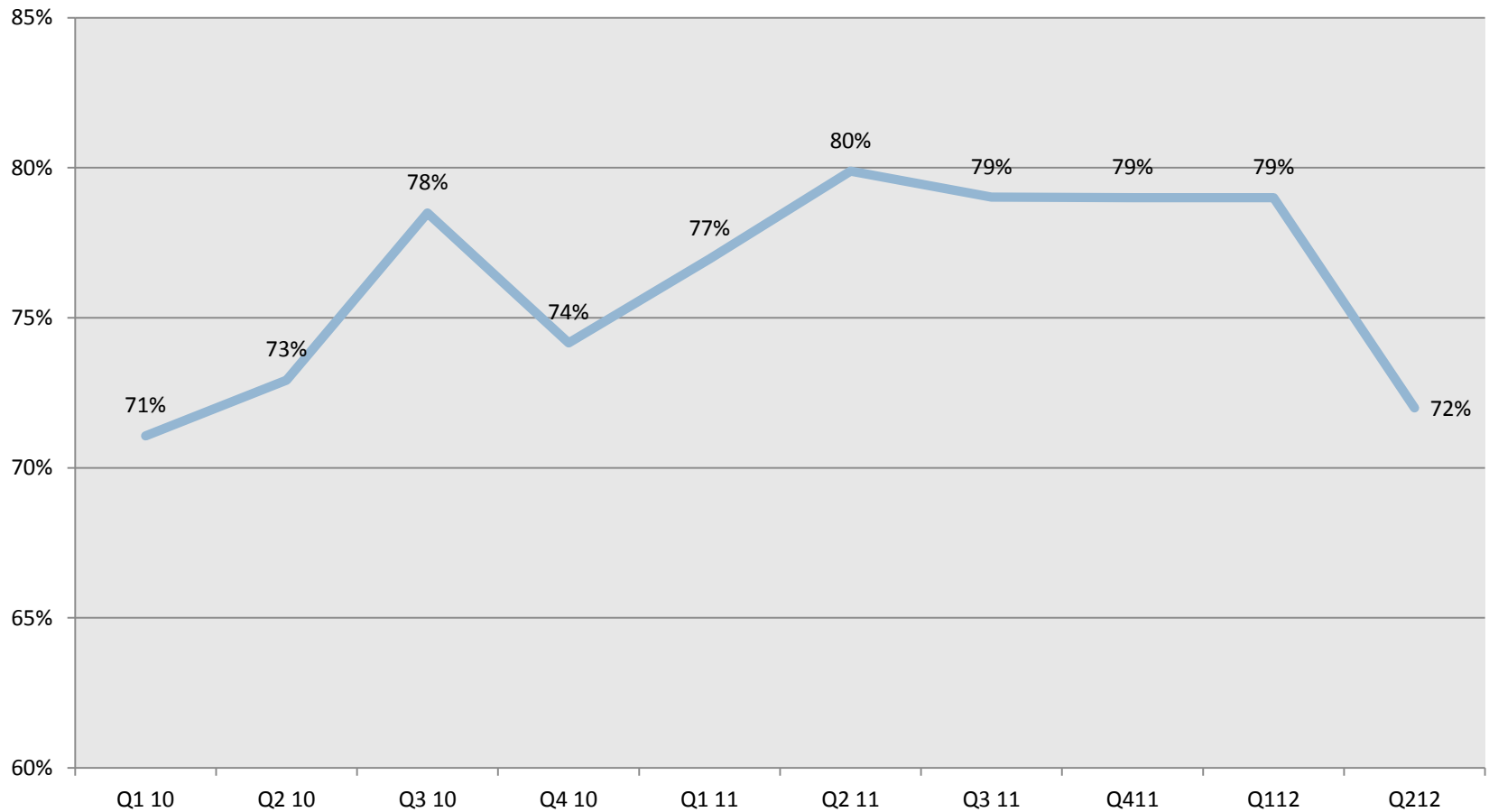
12

Effective Realization Rates



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.