

Investors Presentation

Q2 FY 12-13

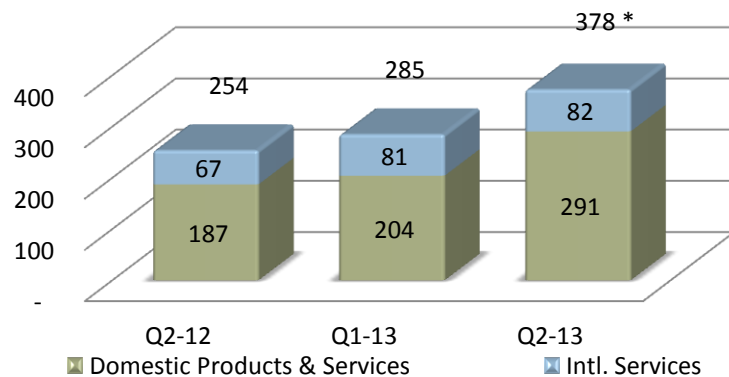
Sonata Software – Business Structure

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

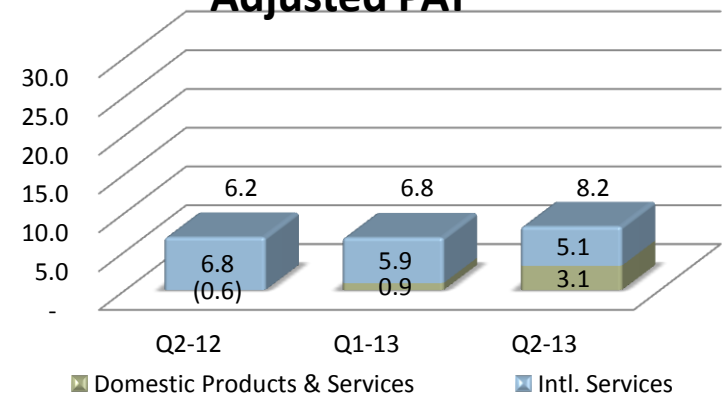
Consolidated

Rs. Crores

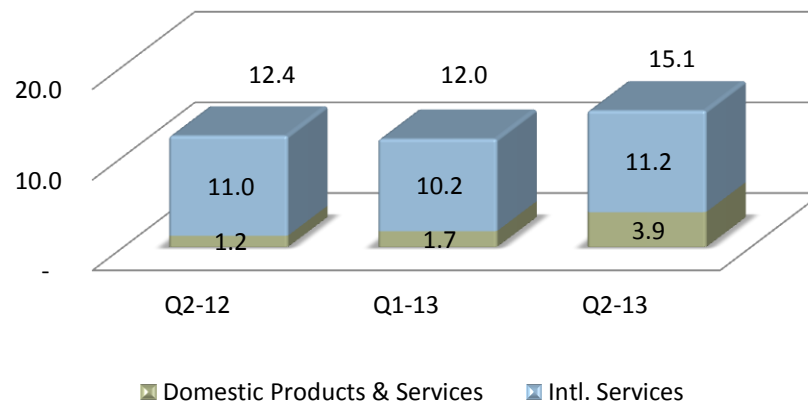
Revenue



Adjusted PAT **



Adjusted EBIDTA



	QoQ	YoY
Rev	33%	49%
EBIDTA	27%	23%
PAT	21%	31%

Note :

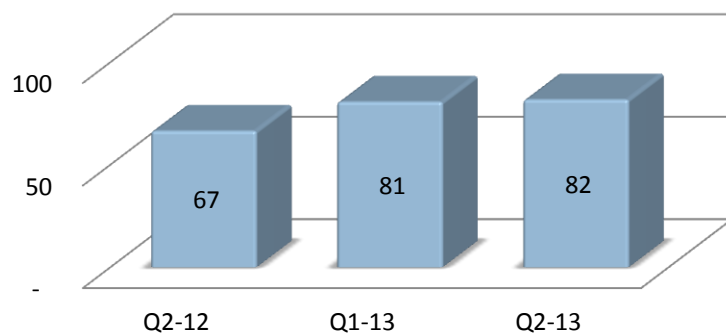
* Consolidated Revenue Includes adjustment towards TUI Infotec inter co revenue of Q1

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

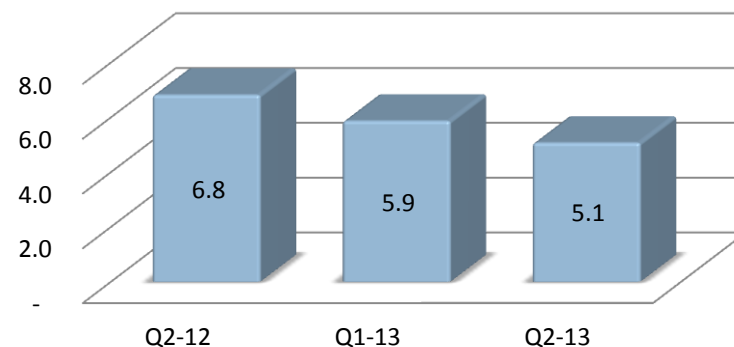
International IT services

Rs. Crores

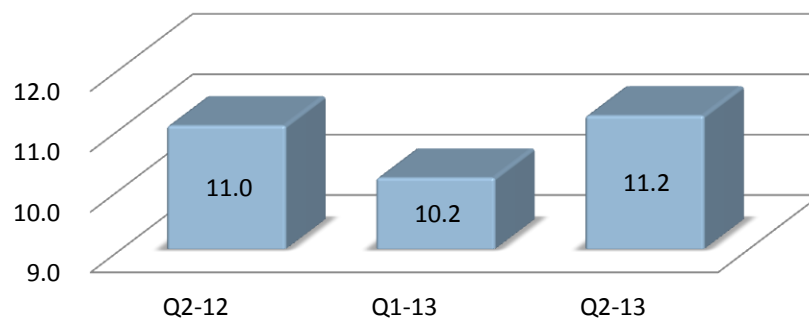
Revenue



PAT



Adjusted EBIDTA

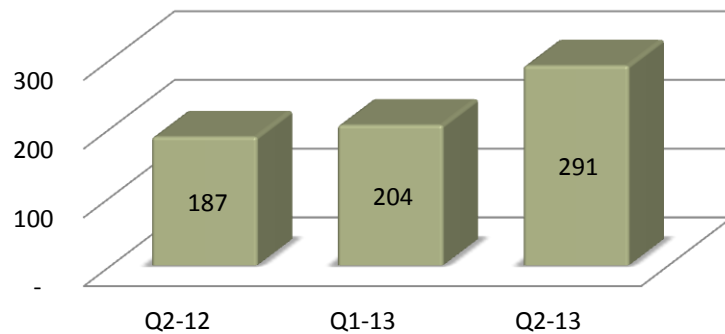


	QoQ	YoY
Revenue	1%	23%
EBIDTA	11%	2%
PAT	-14%	-26%

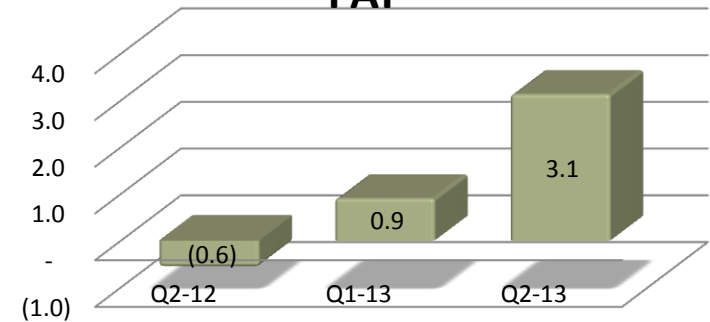
Domestic product & IT services

Rs. Crores

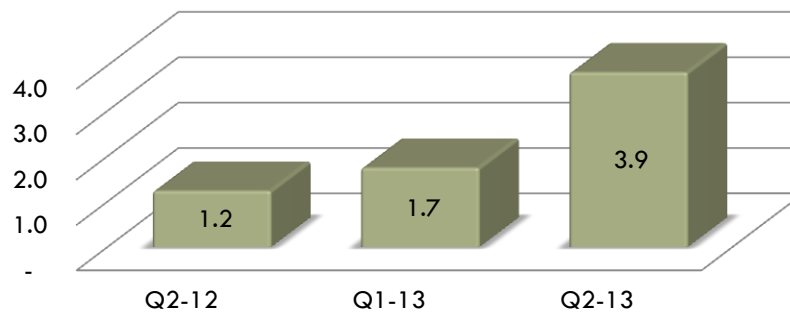
Revenue



PAT

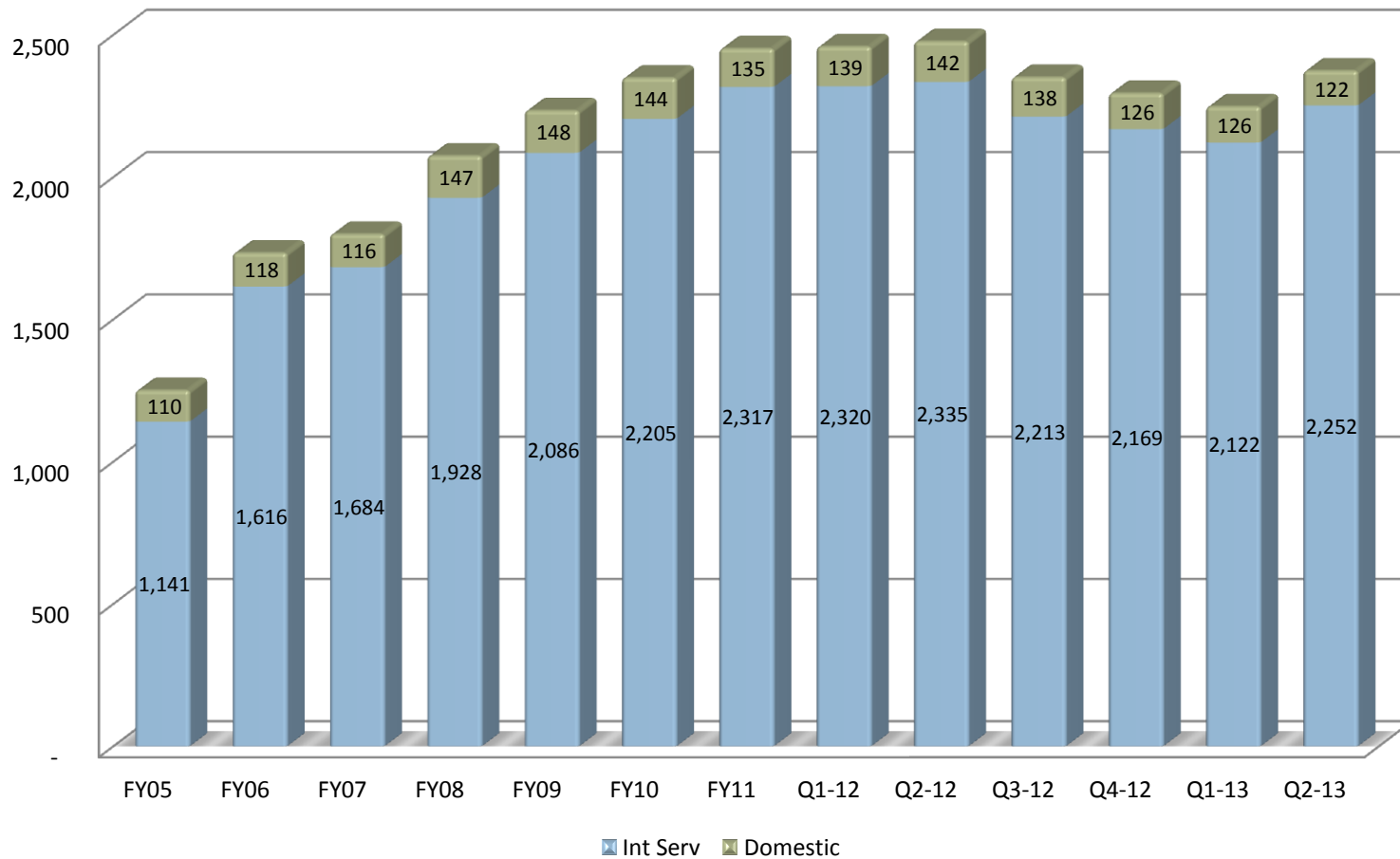


Adjusted EBIDTA



	QoQ	YoY
Revenue	42%	55%
EBIDTA	120%	211%
PAT	248%	648%

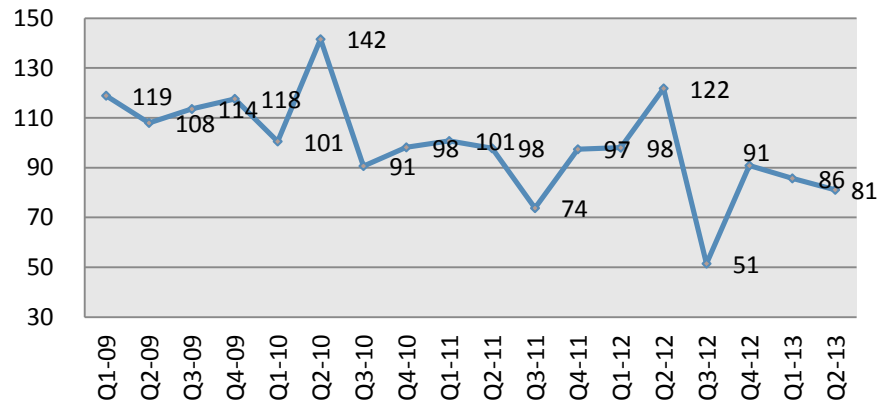
Head count



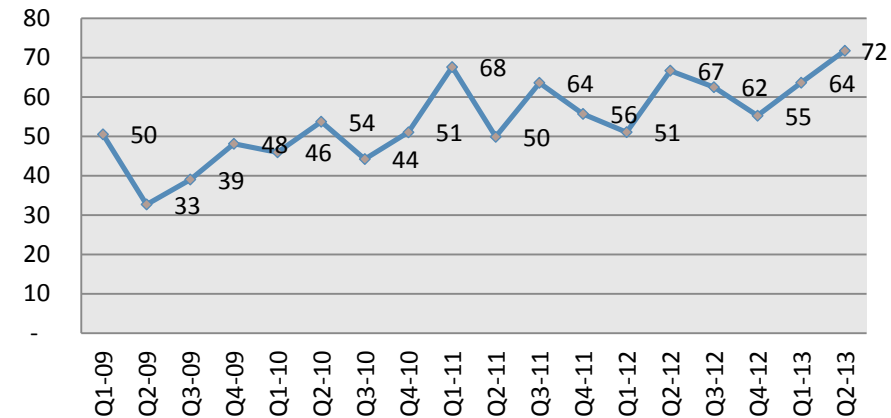
Note : Headcount excludes TUI Infotec # for previous quarters

Day Sales Outstanding

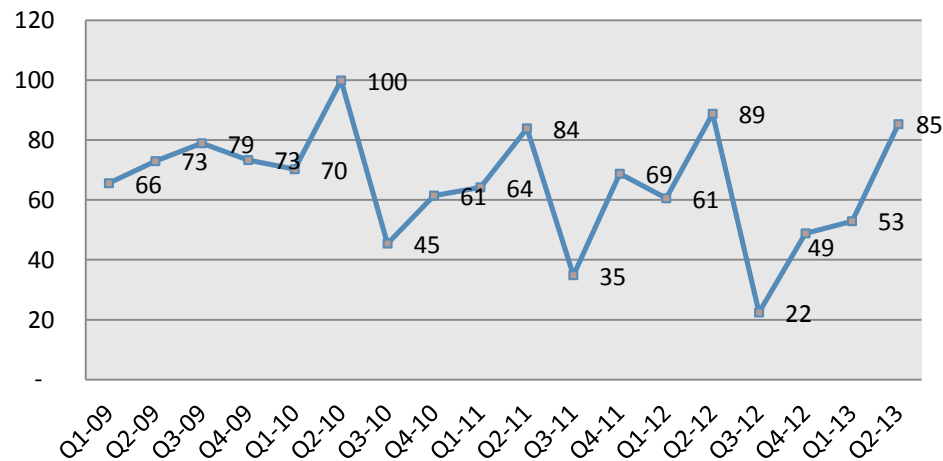
Consolidated



International Services



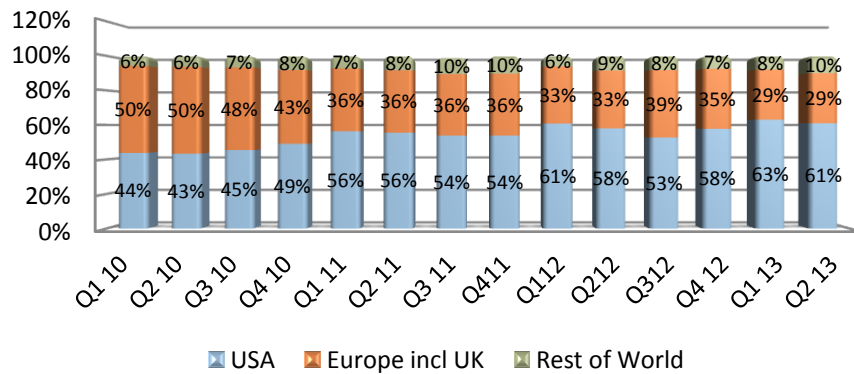
Domestic Products & IT Services



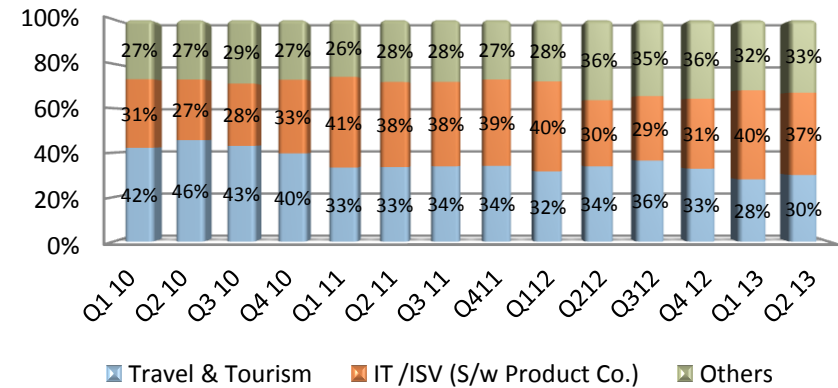
International Services – Key Metrics

Revenue Metrics

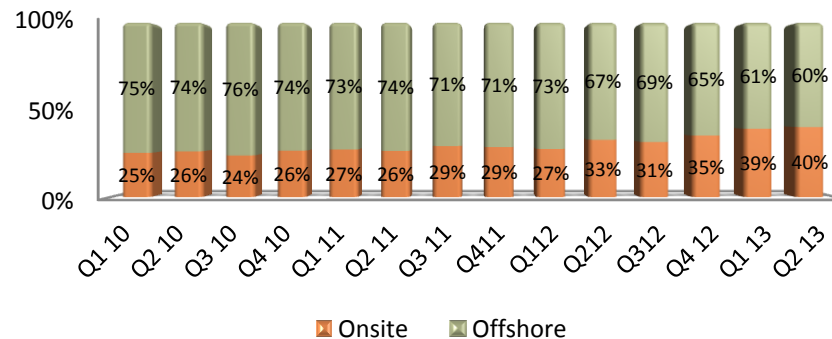
Geography



Service Line

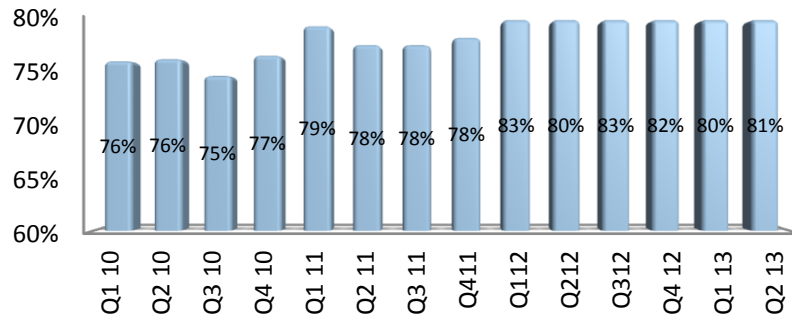


Onsite / Offshore

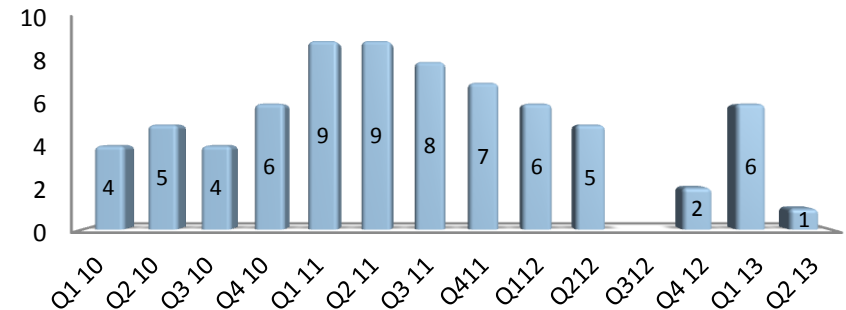


Customer Analysis

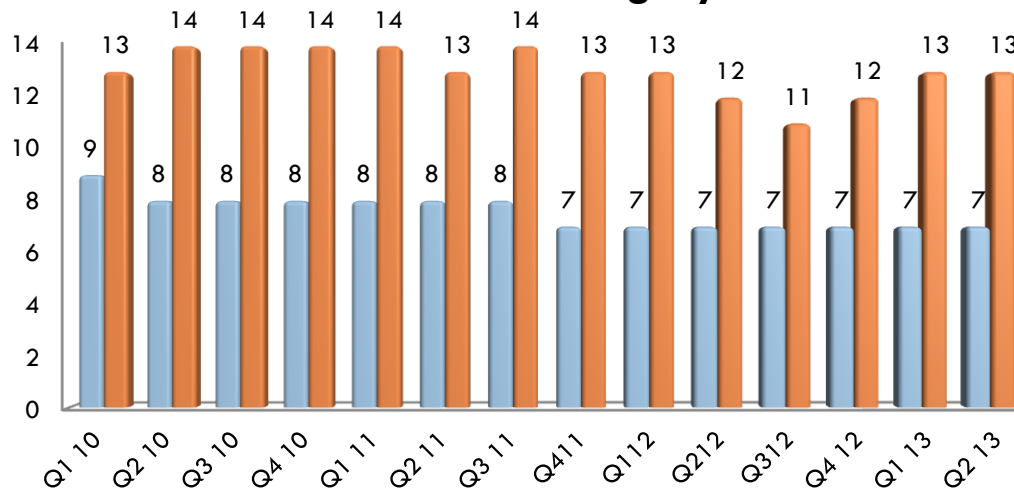
Revenue from Top 10 customers



New Customers

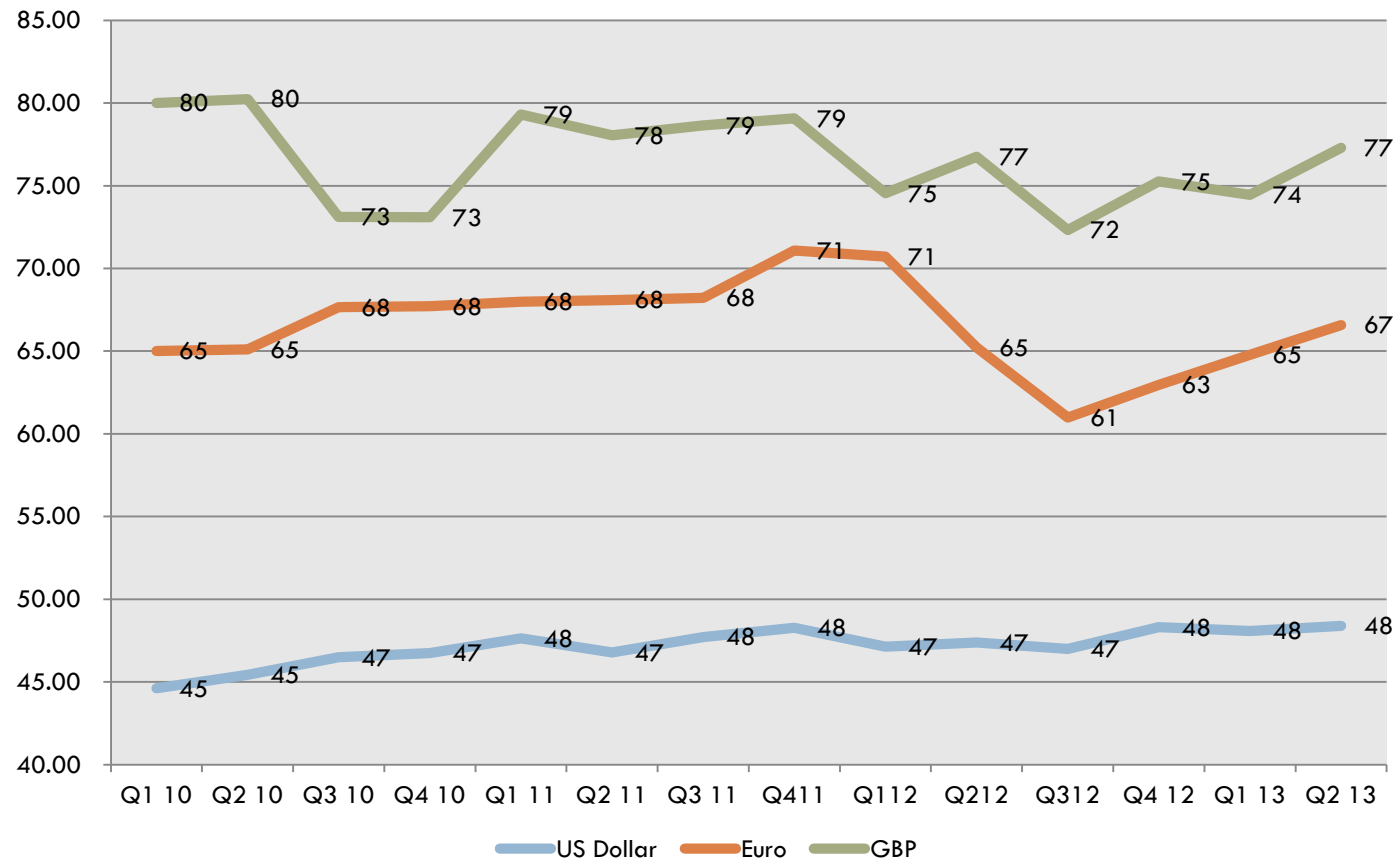


Customer Category

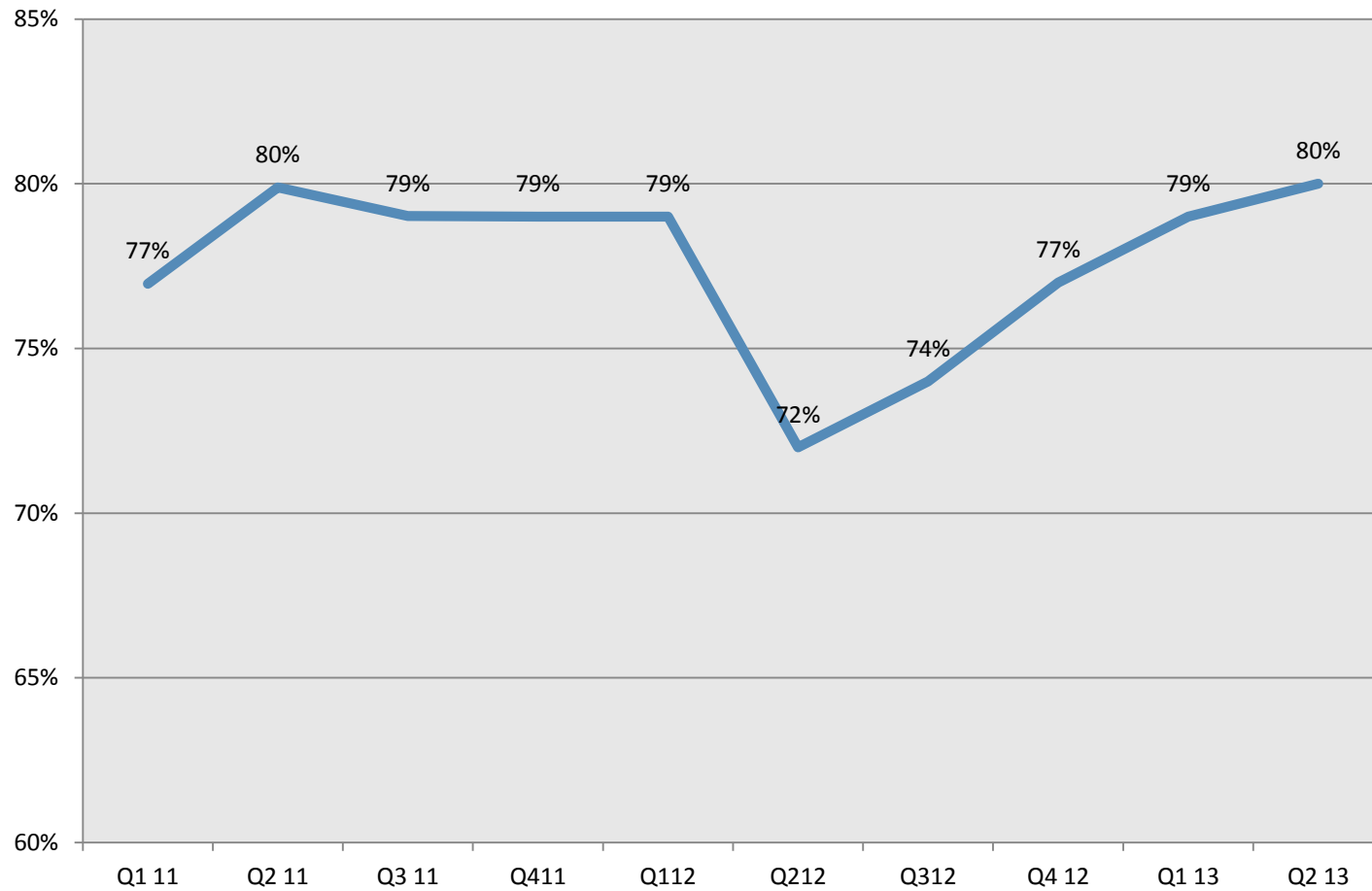


■ # of Fortune 500 accounts ■ # of million dollar clients

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