

Investors Presentation

Q2 FY 13-14

Sonata Software – Business Structure

2

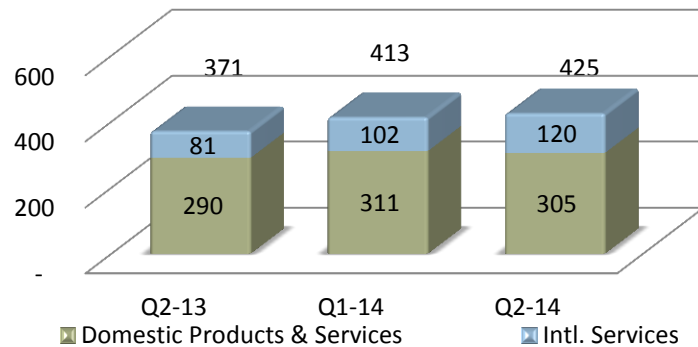
Sonata Software Limited							
Reporting Segment	International IT Services						Domestic Products & Services
Revenue Q2 13-14	Rs. 120 crores						Rs.305 crores
Legal Entities	Sonata Software Ltd	Sonata Europe Ltd	Sonata Software GmbH	Sonata FZ LLC	Sonata Software North America	Sonata Software Qatar	Sonata Information Technology 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

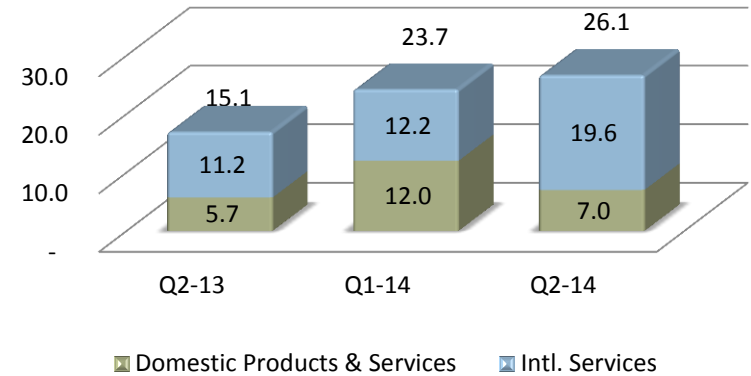
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INR Crores

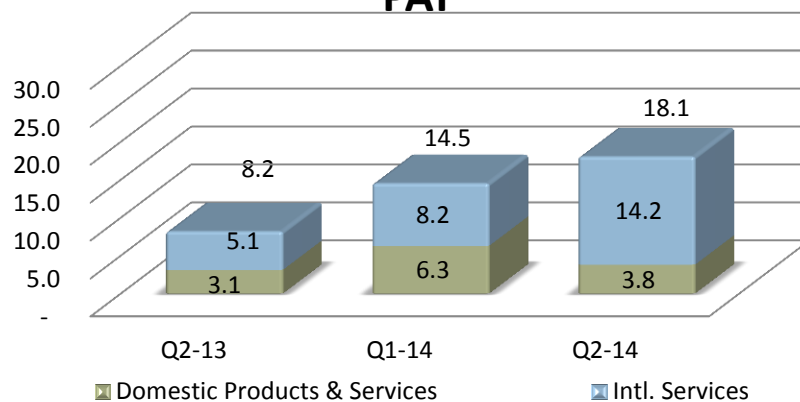
Revenue



EBIDTA



PAT



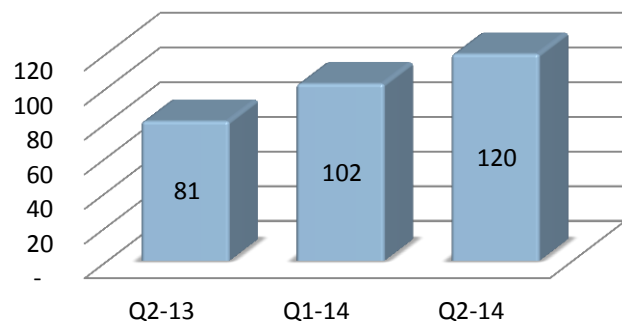
	QoQ	YoY
Rev	3%	15%
EBIDTA	10%	73%
PAT	24%	121%

International IT services

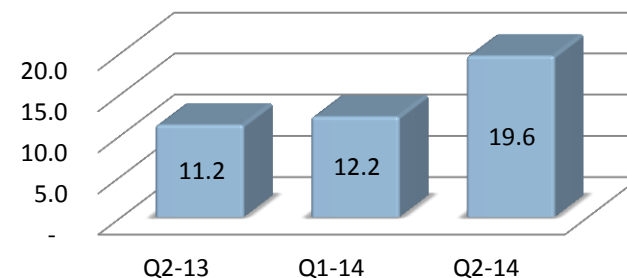
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INR Crores

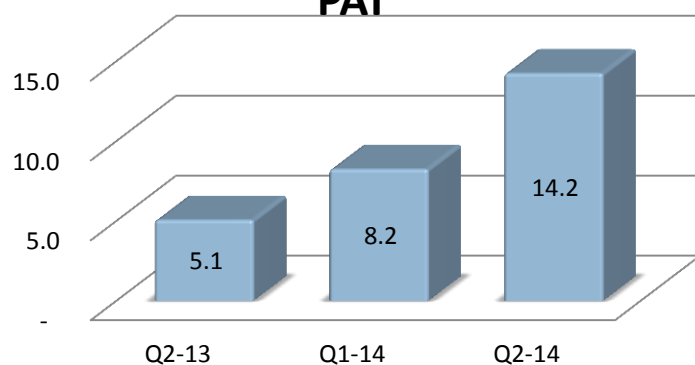
Revenue



EBIDTA



PAT



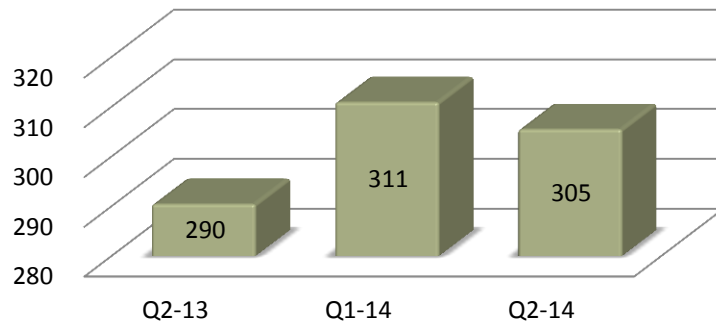
	QoQ	YoY
Revenue	17%	48%
Revenue (\$ Millions)	6%	27%
EBIDTA	60%	75%
PAT	73%	182%

Domestic product & IT services

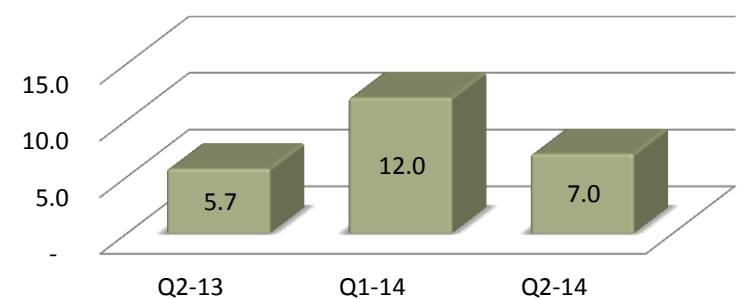
5

INR Crores

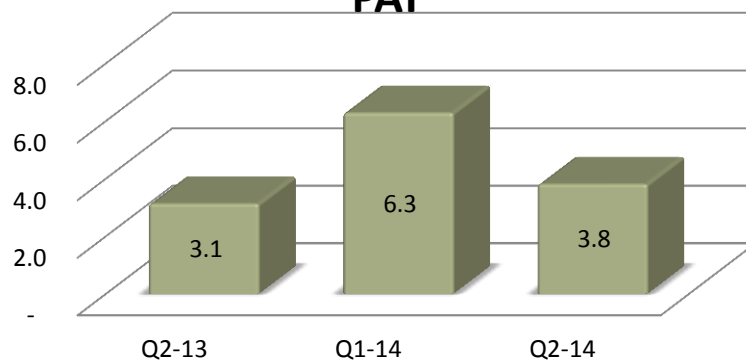
Revenue



EBIDTA



PAT

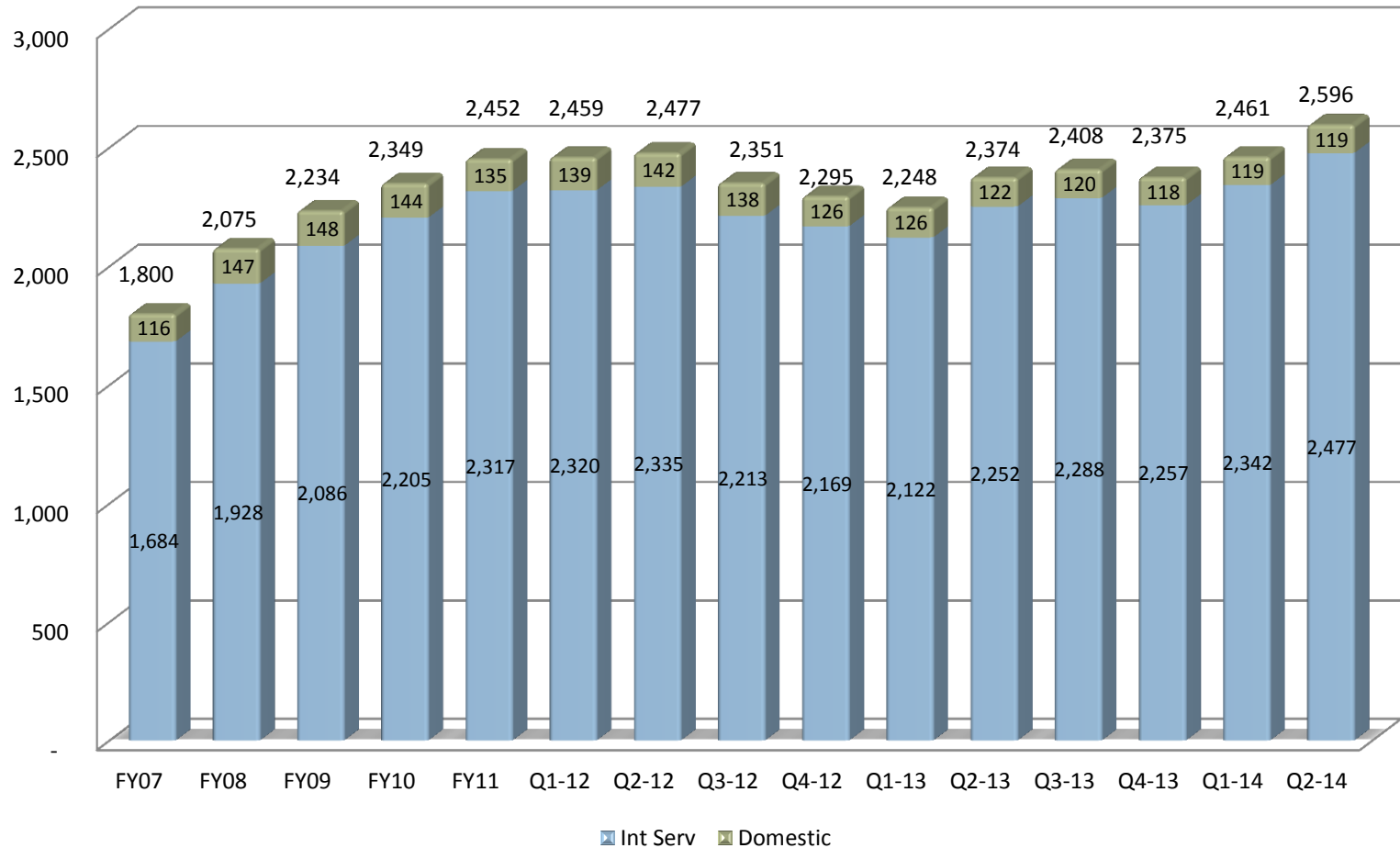


	QoQ	YoY
Revenue	-2%	5%
EBIDTA	-42%	23%
PAT	-39%	22%

- EBITDA (before exceptional income) of 7 Crores – Growth of 36% on QoQ and 23% on YoY basis;
- PAT (before exceptional income) of 3.81 Crores – Growth of 115% on QoQ and 22% on YoY basis

Head count

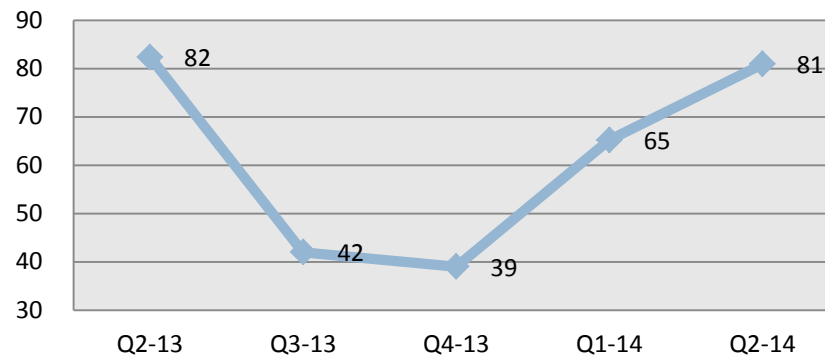
6



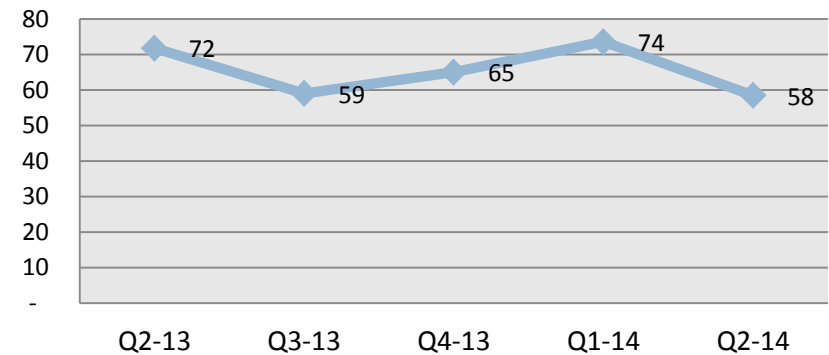
Day Sales Outstanding

7

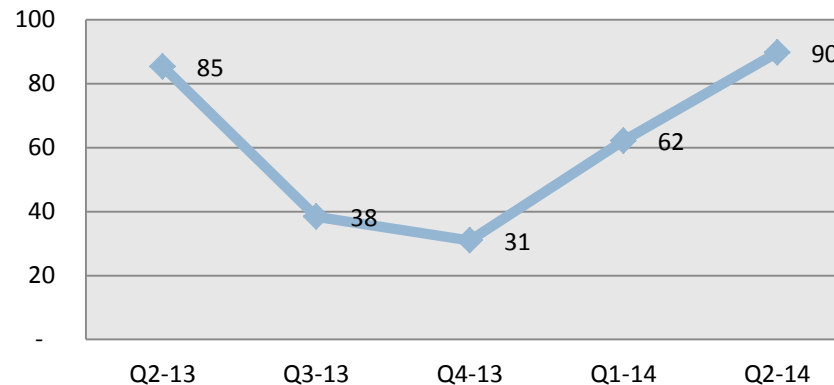
Consolidated



International Services



Domestic

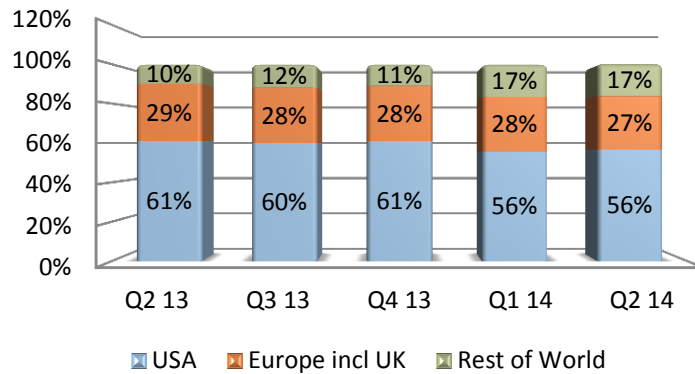


International Services – Key Metrics

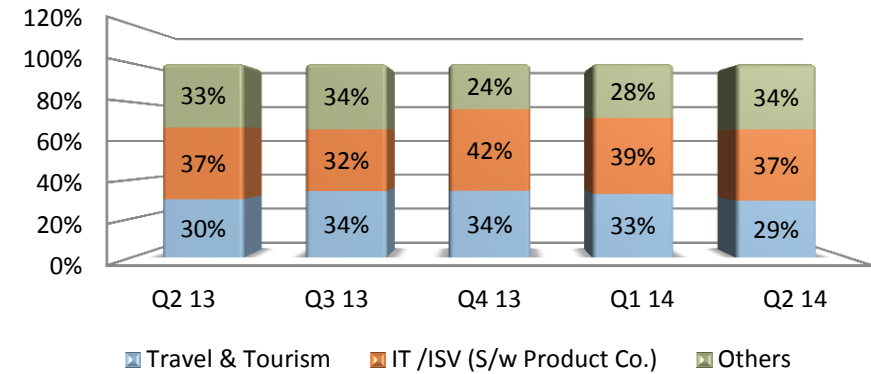
Revenue Metrics

9

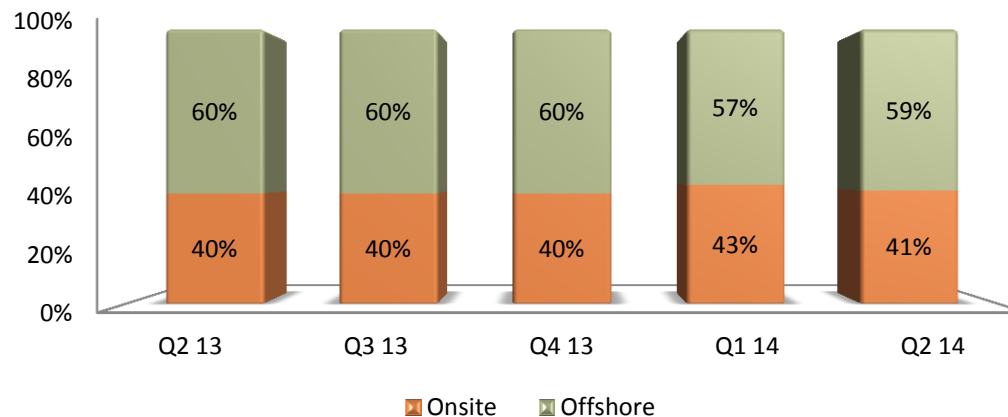
By Geography



By Service Line



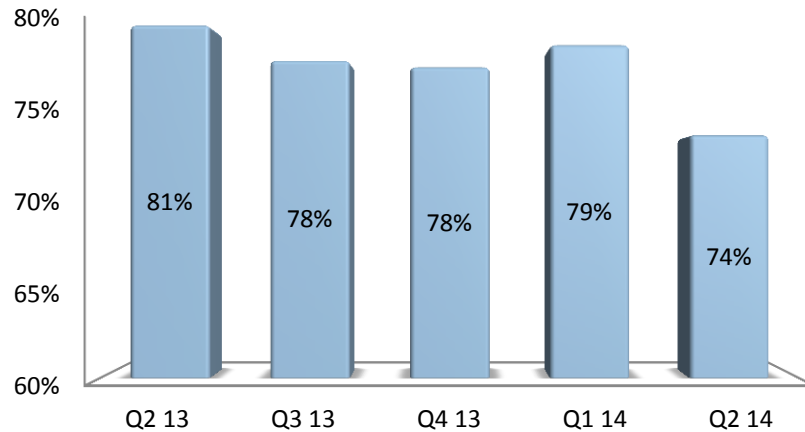
Onsite / Offshore



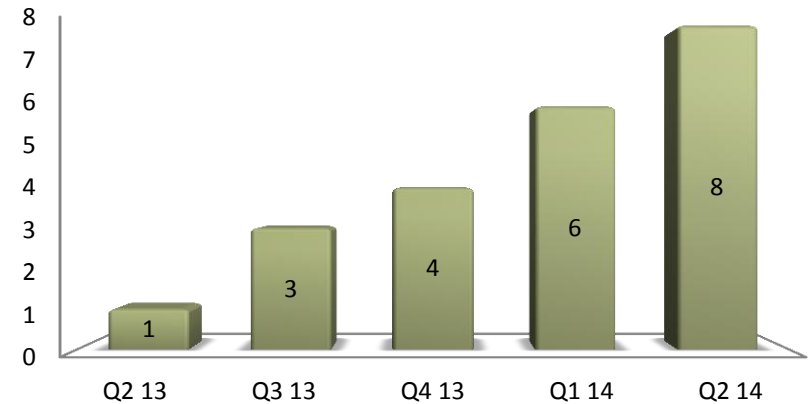
Customer Analysis

10

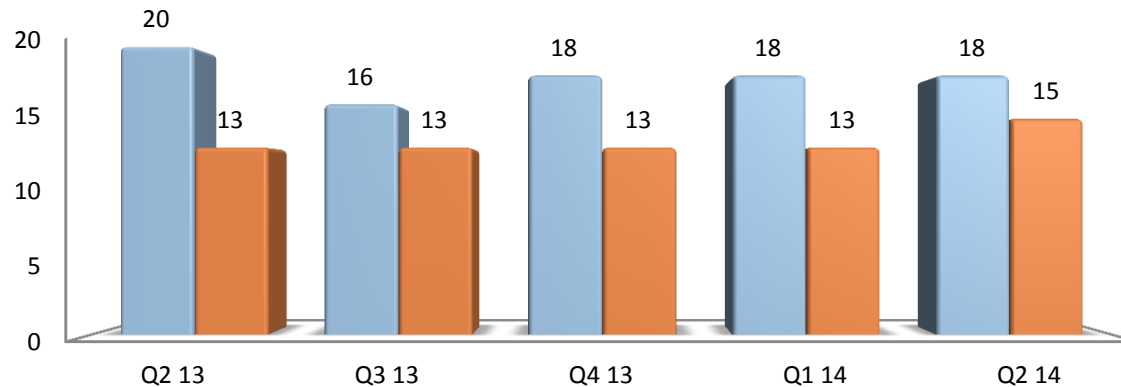
Revenue from Top 10



New Customers added



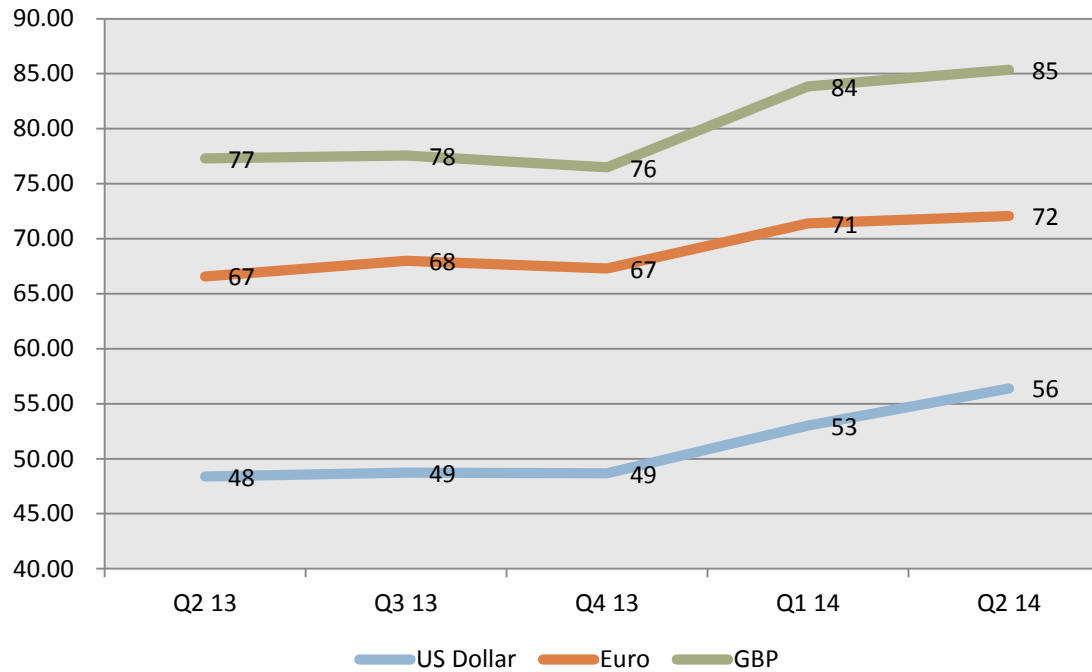
Customer Category



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

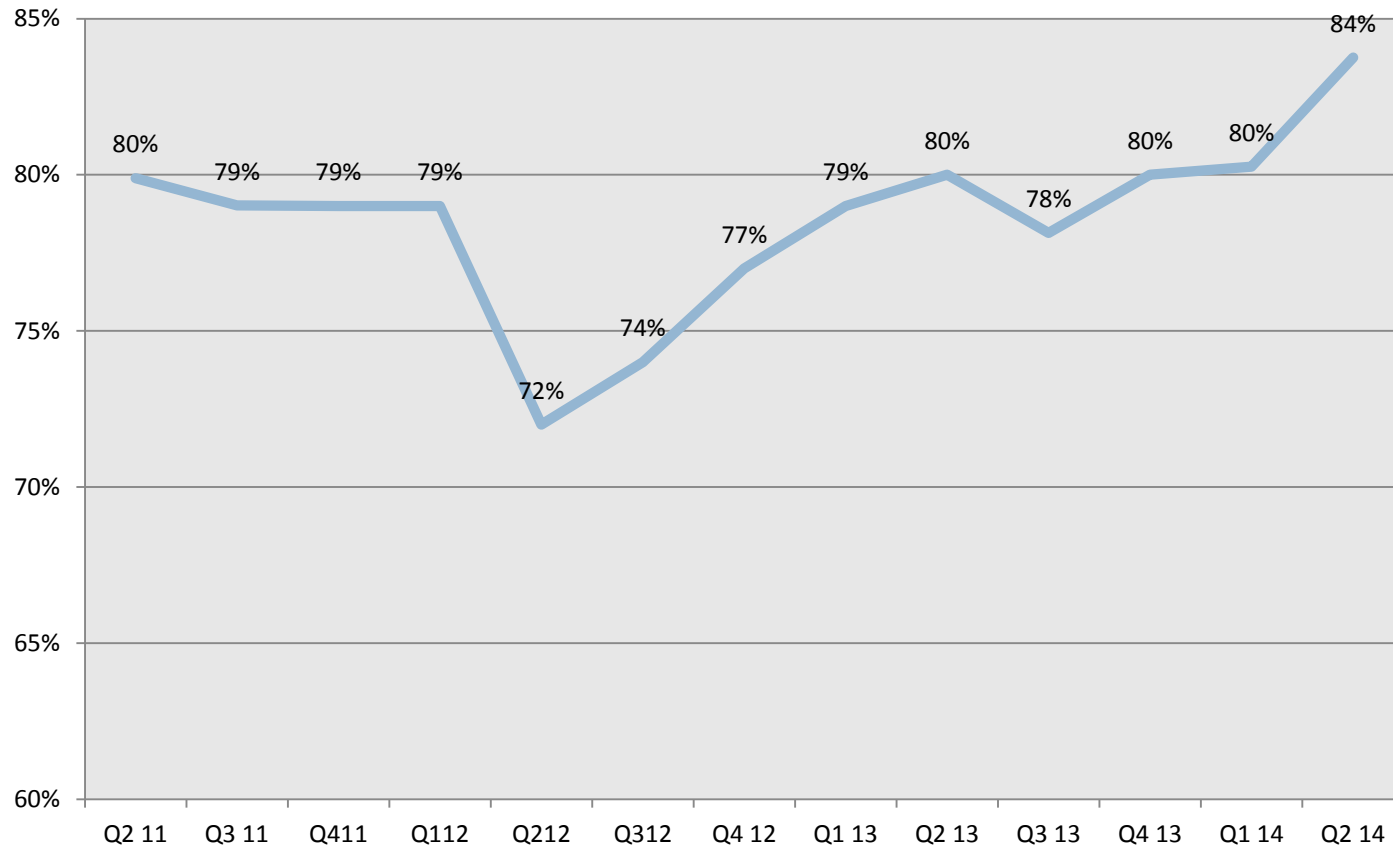
Rupee Realization Rates

11



Utilization

12



Notes

13

- 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