

SONATA



SONATA SOFTWARE



FY 2011 - 2012

Investors Presentation



Sonata Software – Business Structure

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	<ul style="list-style-type: none"> IT Consulting RIM Offshore IT Software Development 	<ul style="list-style-type: none"> Software Services, and Development 	<ul style="list-style-type: none"> Program Management for TUI 	<ul style="list-style-type: none"> Sales & Marketing Account Management Program Management 	<ul style="list-style-type: none"> Sales & Marketing Account Management Program Management Onsite IT Services 	<ul style="list-style-type: none"> Distribution of Packaged Software Products Domestic IT Services 	<ul style="list-style-type: none"> IT Services for Travel & Logistics Industry



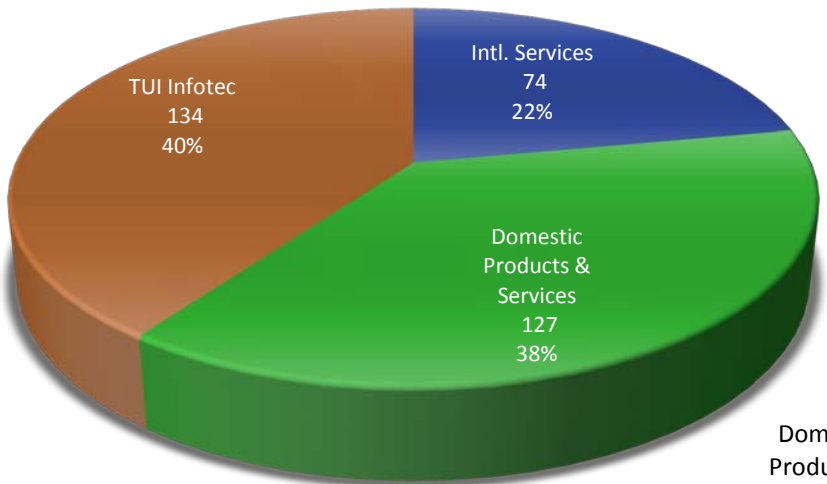
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Q1 FY 12

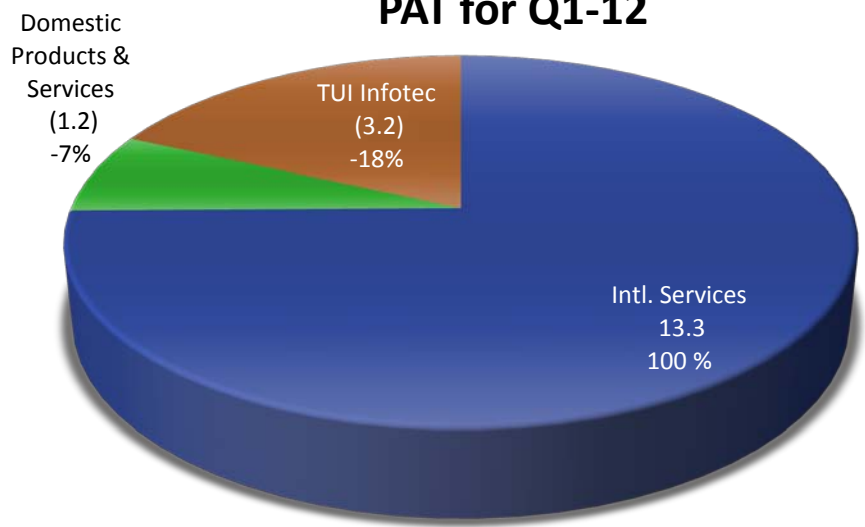
Consolidated Revenue: **Rs 334.0** & **PAT: Rs 8.8**

Rs. Crores

Revenue for Q1-12



PAT for Q1-12



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

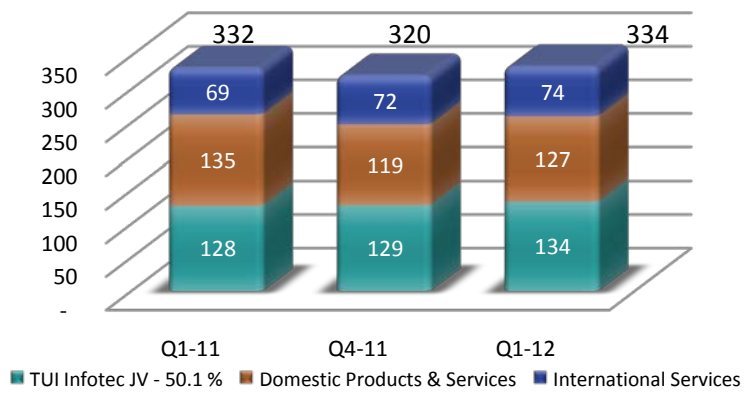


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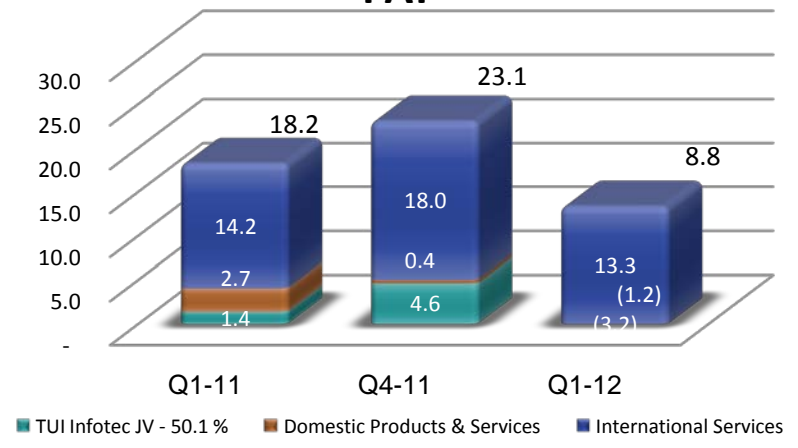
Consolidated

Rs. Crores

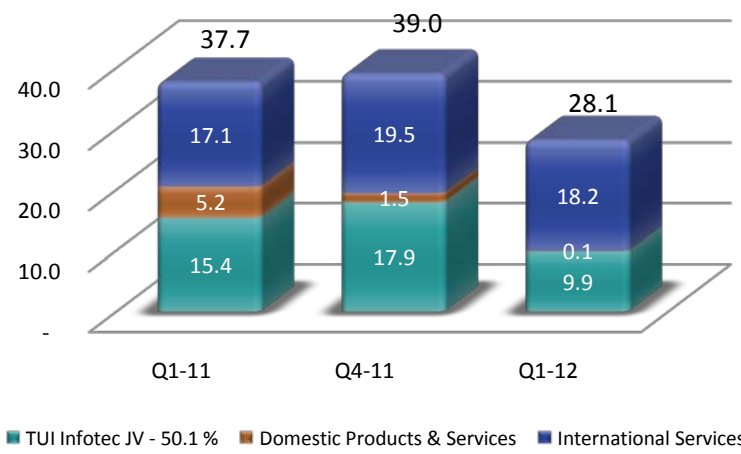
Revenue



PAT



EBIDTA



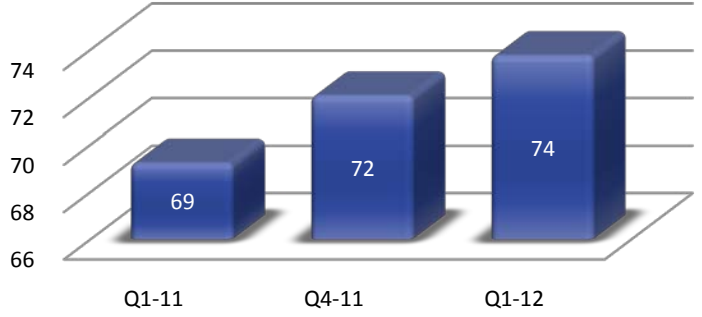
	QoQ	YoY
Revenue	4 %	1 %
EBIDTA	-28 %	-25 %
PAT	-62 %	-51 %



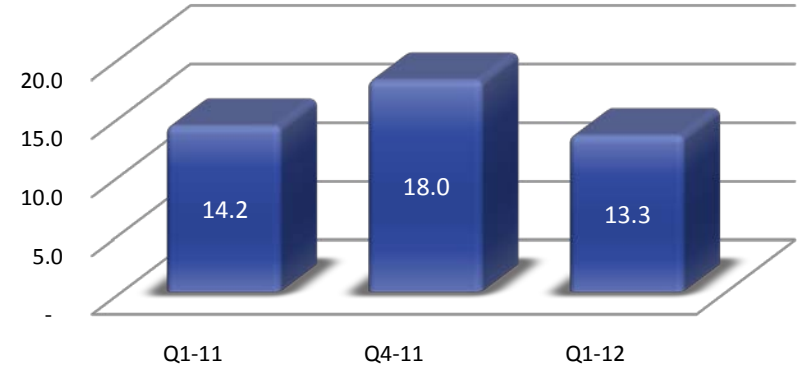
International IT Services

Rs. Crores

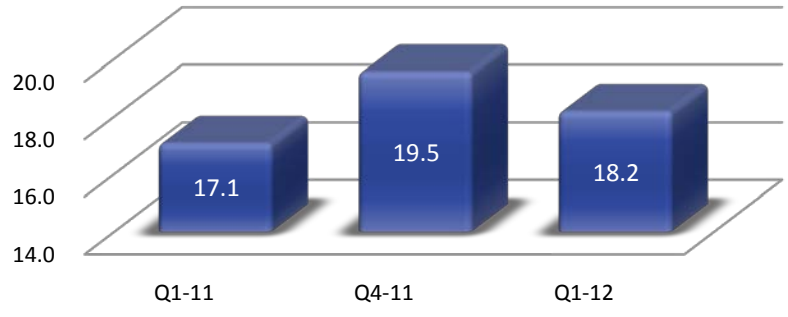
Revenue



PAT



EBIDTA



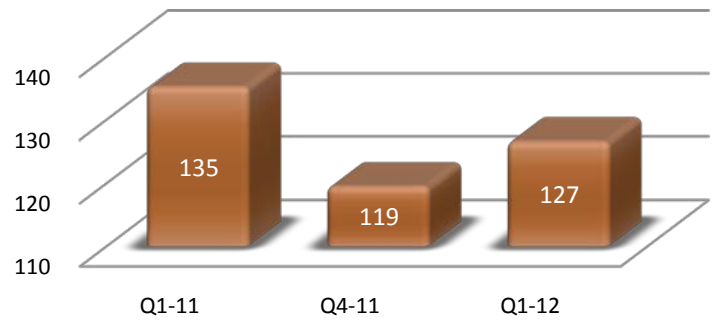
	QoQ	YoY
Revenue	2%	7%
EBIDTA	- 7%	7%
PAT	- 26%	- 6%



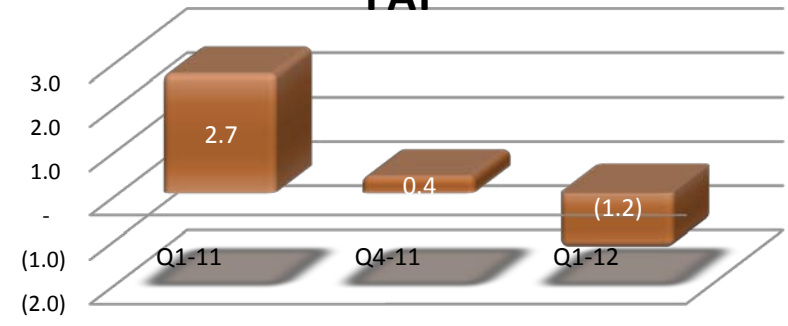
Domestic Products & IT Services

Rs. Crores

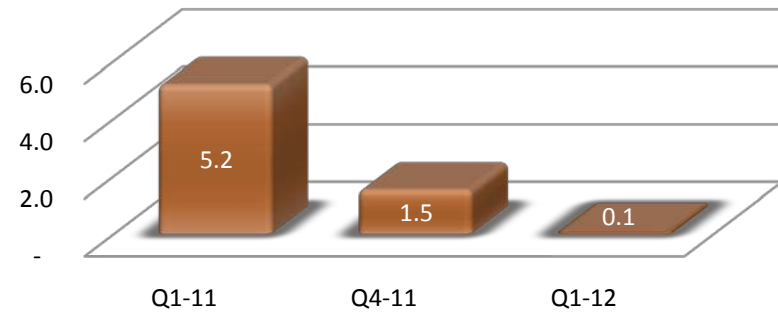
Revenue



PAT



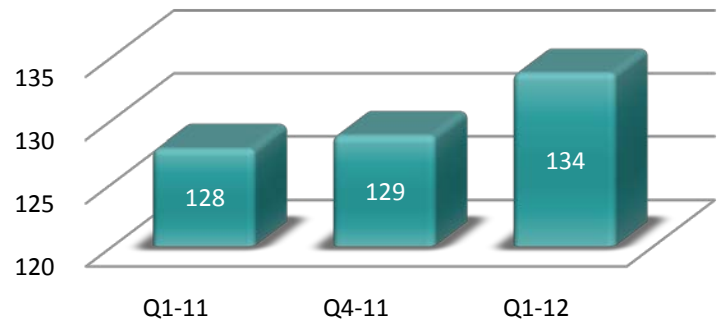
EBIDTA



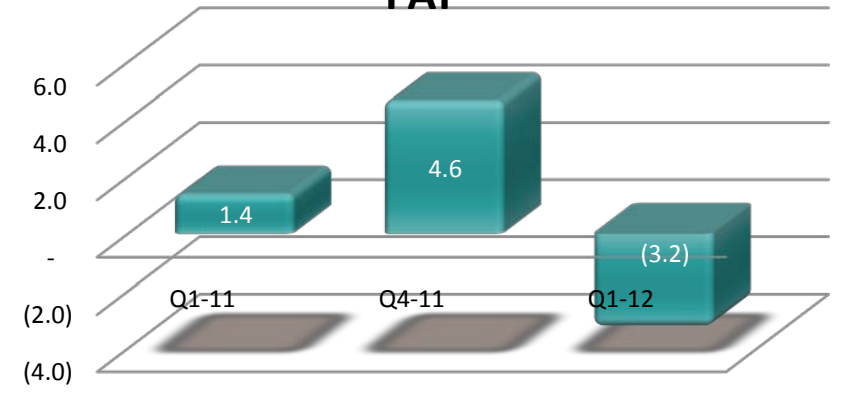
	QoQ	YoY
Revenue	6 %	- 6 %
EBIDTA	- 95%	- 98 %
PAT	- 438%	-146%



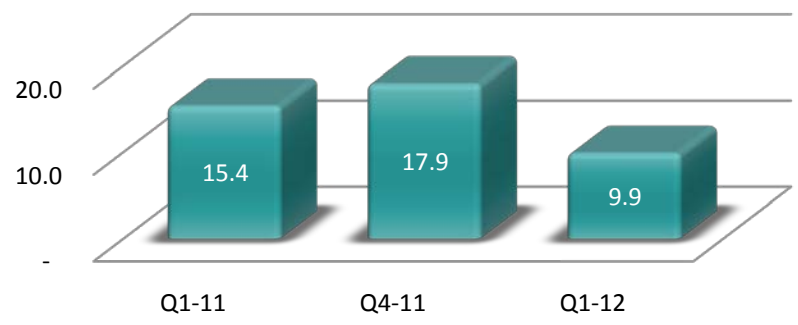
Revenue



PAT



EBIDTA



	QoQ	YoY
Revenue	4 %	5 %
EBIDTA	-45 %	- 36 %
PAT	-170 %	- 336 %



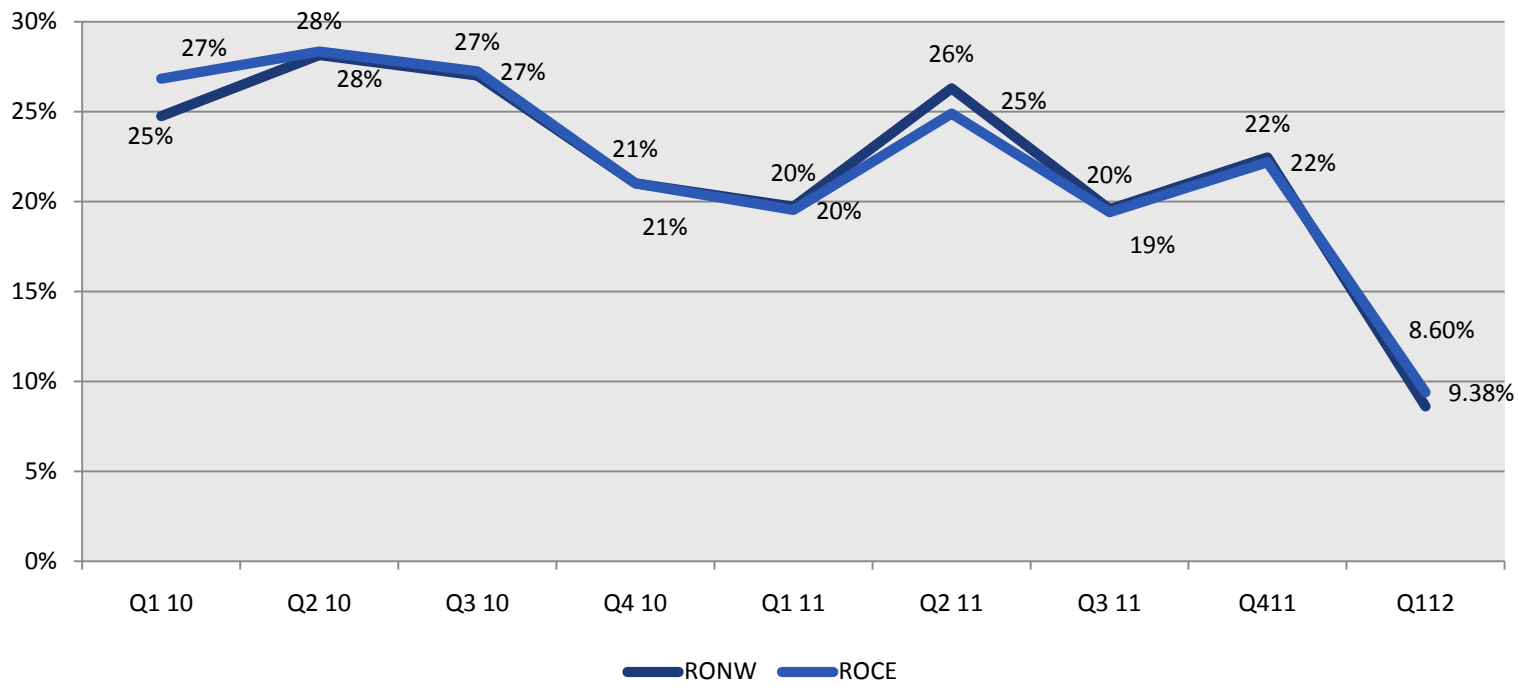
PAT - Analysis

Rs. Crores

Description	Consolidated		International Services		Domestic Products &		TUI Infotec JV - 50.1 %	
	Q1 -11-12	Q1 10-11	Q1 -11-12	Q1 10-11	Q1 -11-12	Q1 10-11	Q1 -11-12	Q1 10-11
Revenue	334.0	332.1	73.8	69.2	126.5	135.2	133.7	127.7
Operating Margin	22.6	36.1	15.8	17.2	(0.1)	4.1	6.9	14.8
EBITDA	28.1	37.6	18.2	17.1	0.1	5.2	9.9	15.4
PAT	8.8	18.2	13.3	14.2	(1.2)	2.7	(3.2)	1.4
<i>Y-o-Y - Analysis of Inc/(Dec)</i>								
Impairment of Deferred Tax Asset	3.5						3.46	
Washington (USA) tax settlement	1.0		1.04					
Increase in Interest and provisions	0.63				0.63			
Increase in Tax Provisions (STPI sunset)	1.8		1.79					
Other Income	(1.2)		(1.9)		0.70			
PAT (normalised)	14.55	18.23	14.25	14.17	0.09	2.69	0.21	1.38

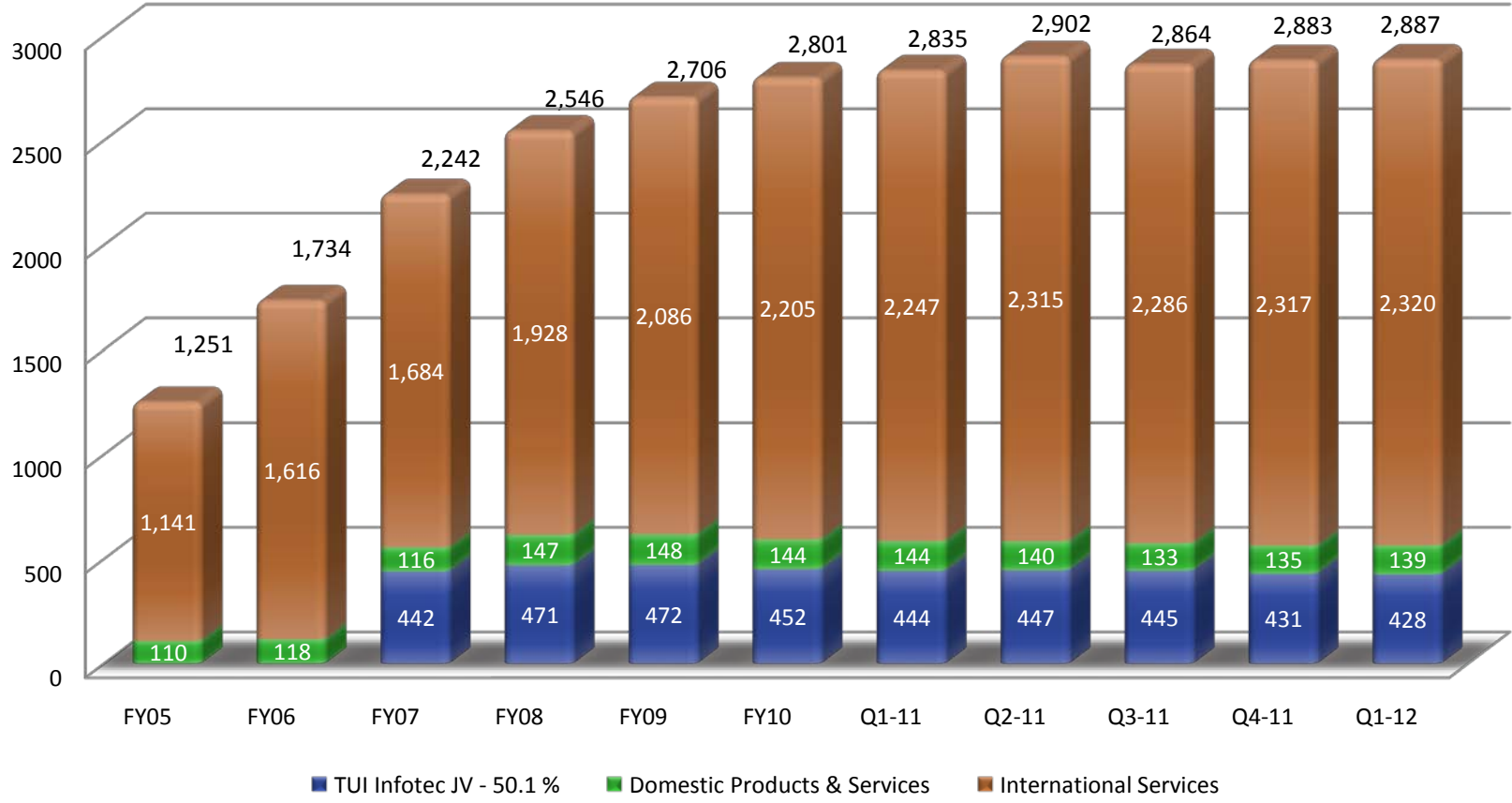


RONW / ROCE





Headcount

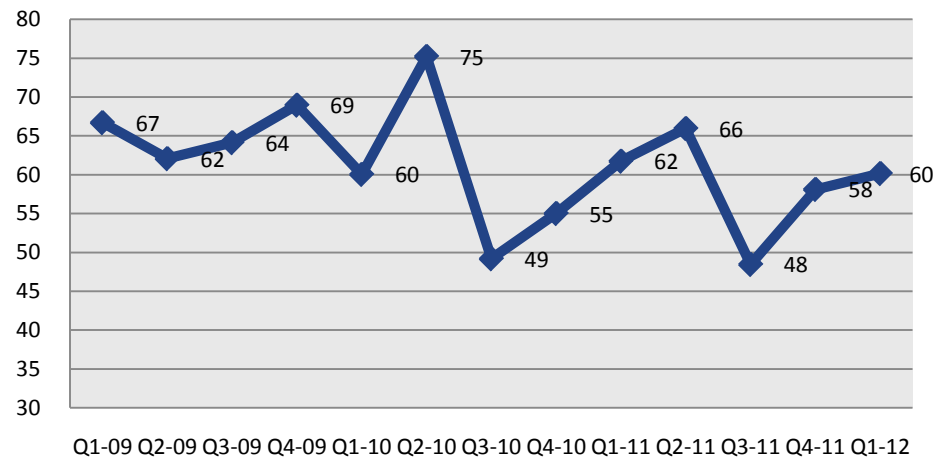




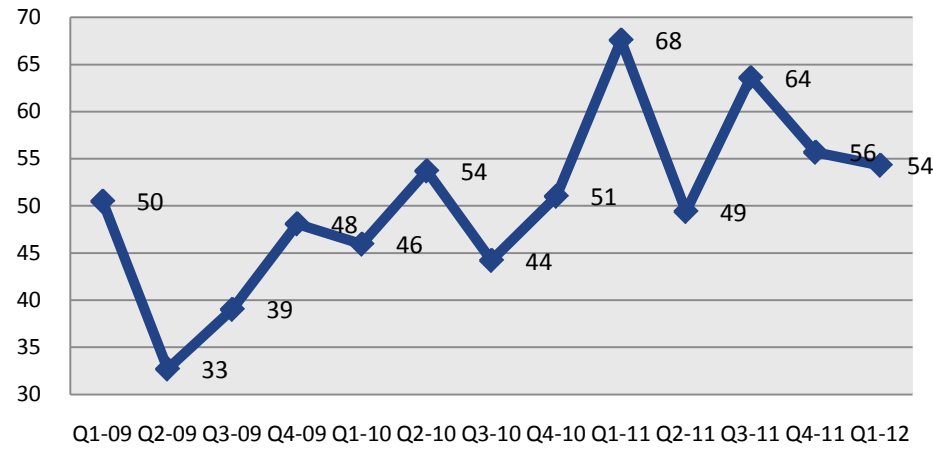
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Days Sales Outstanding

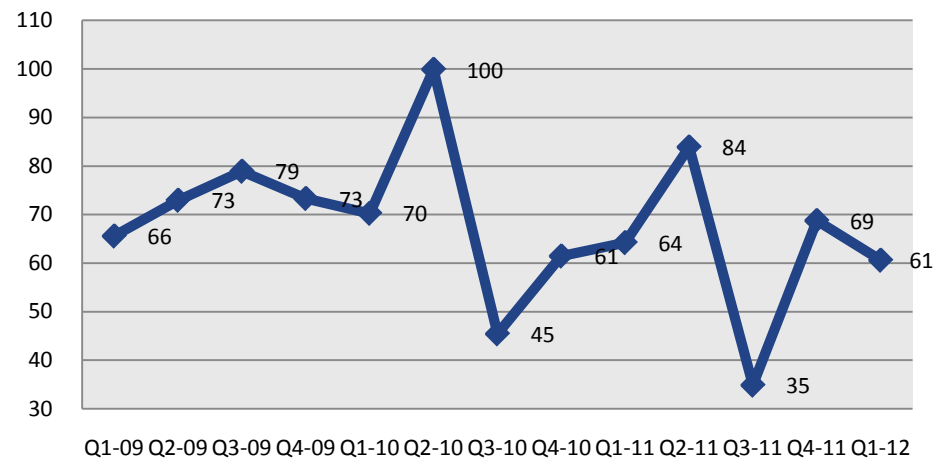
Consolidated



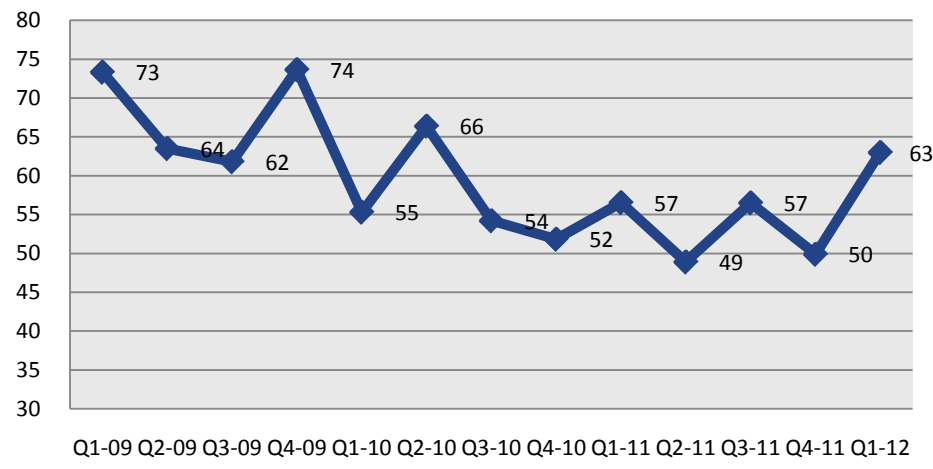
International Services



Domestic Products & IT Services



TUI Infotec



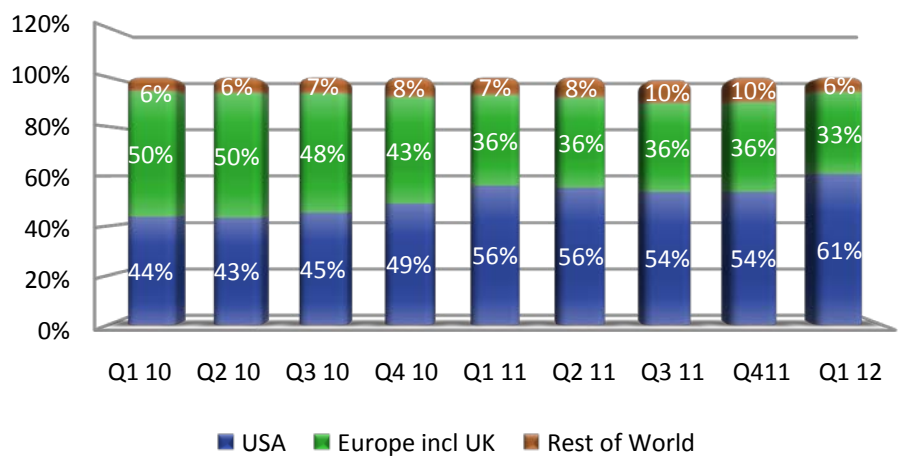
International Services – Key Metrics



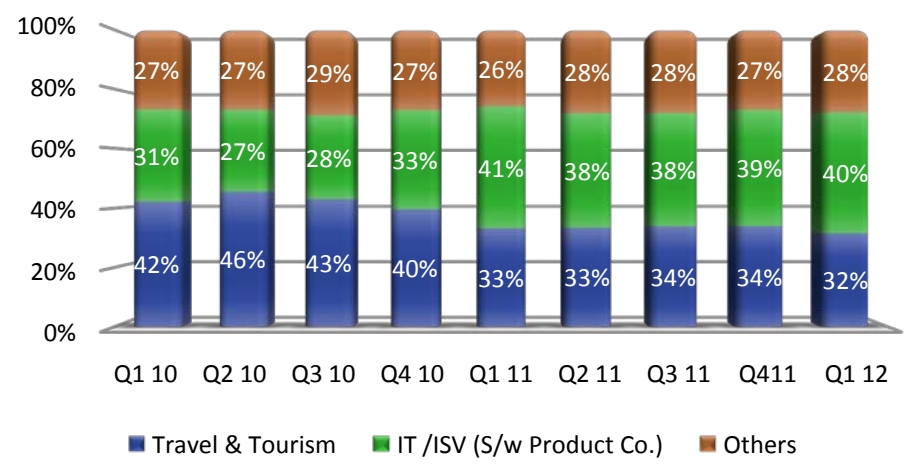
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Revenue Metrics

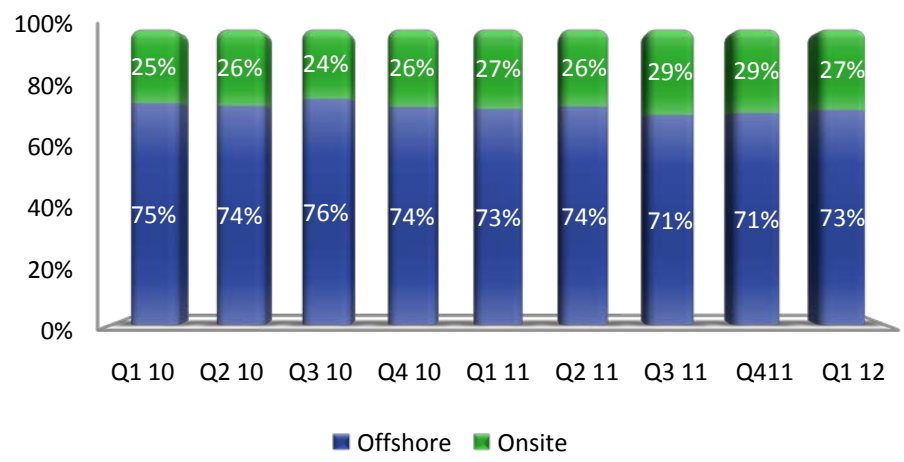
Geography



Service Line



Onsite / Offshore

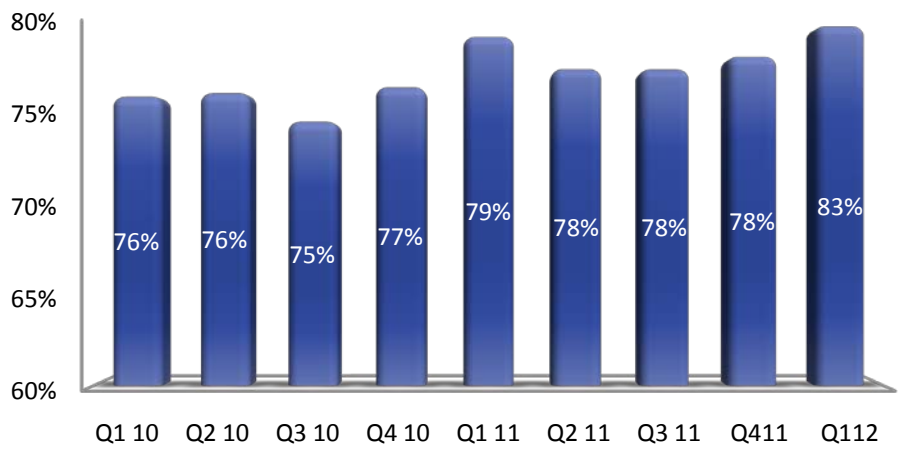




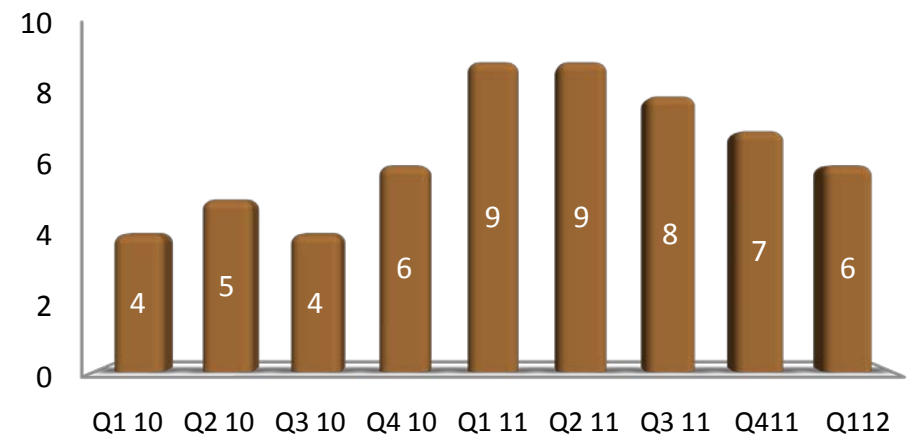
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Customer Analysis

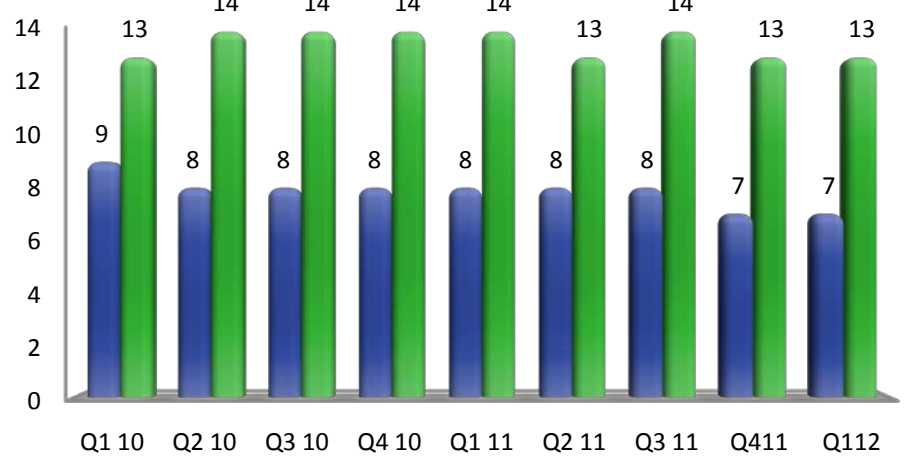
Revenue from Top 10 customers



New Customers



Customer Category



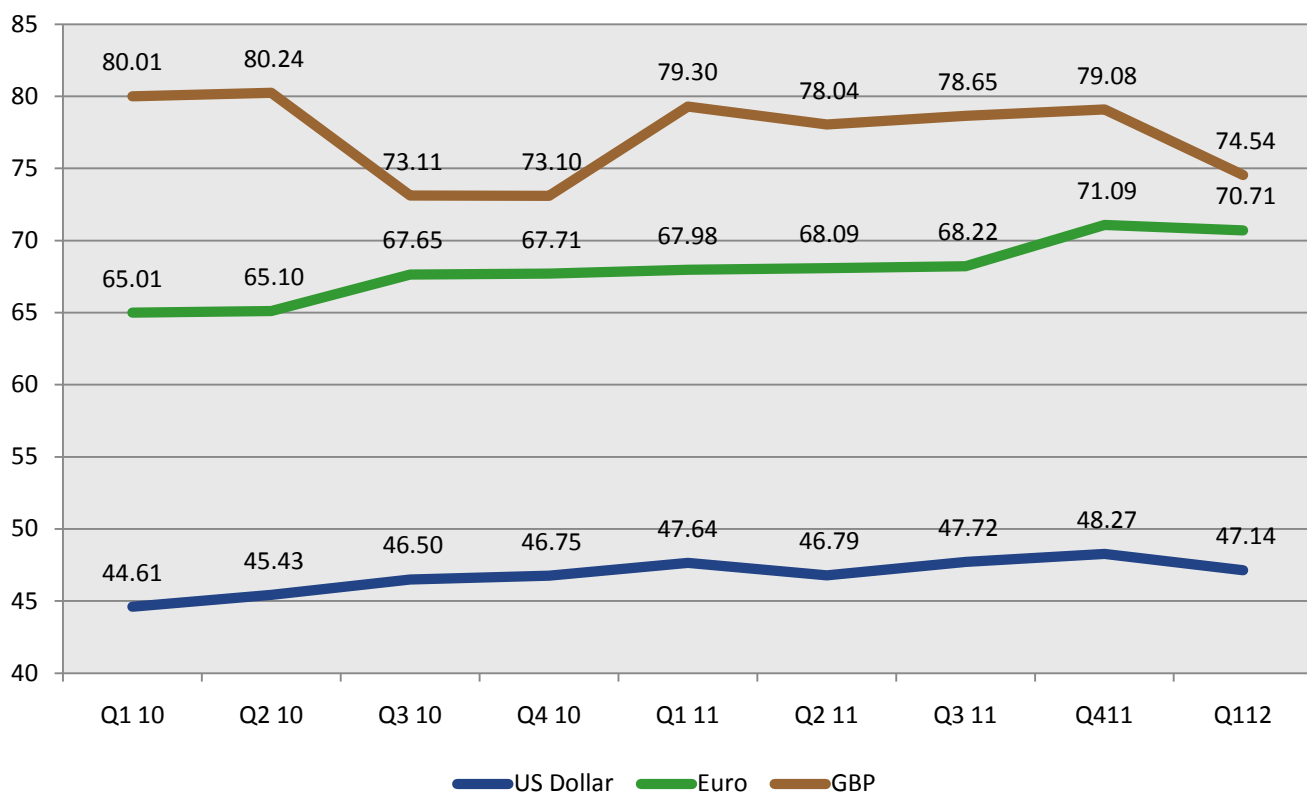
■ Fortune 500 accounts ■ Million dollar clients



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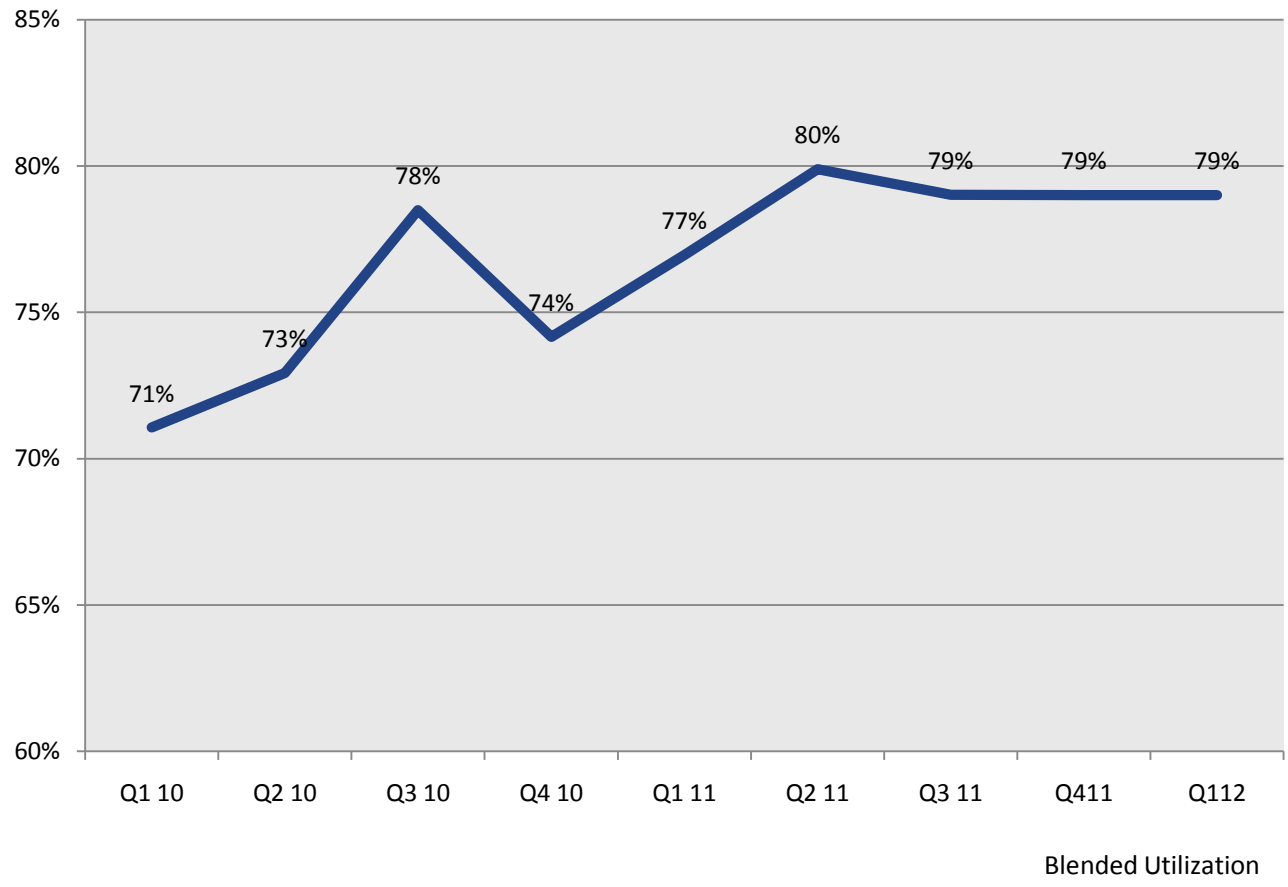
Rupee Realization Rates

Effective Realization Rates





Utilization





Base Notes & Disclosures

- 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.