

Investors Presentation – Q3 FY 2011 - 12

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	<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

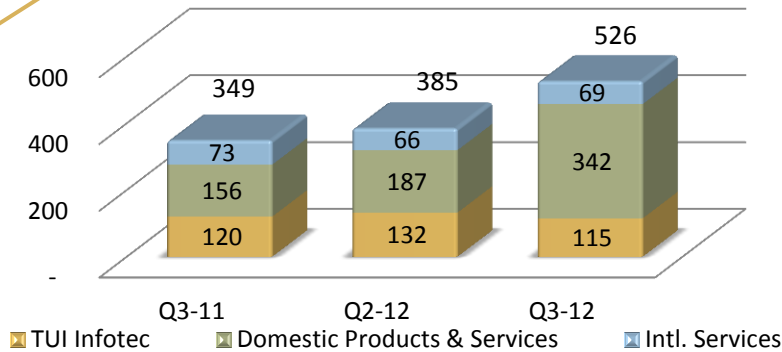
Consolidated

2

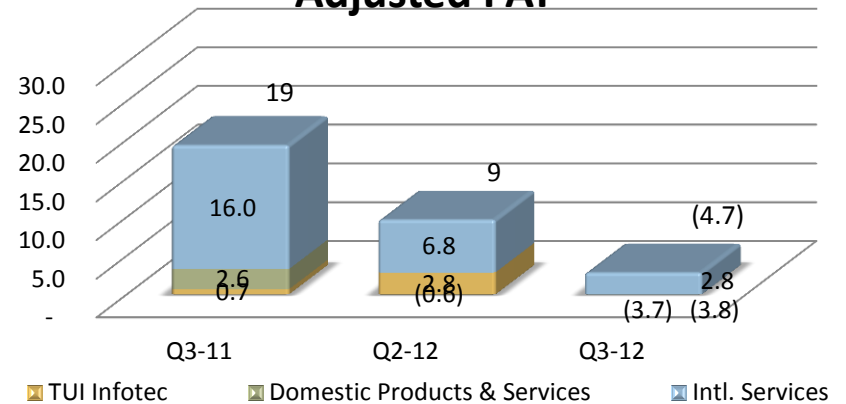
Rs. Crores

Record Sales at 526 Crores

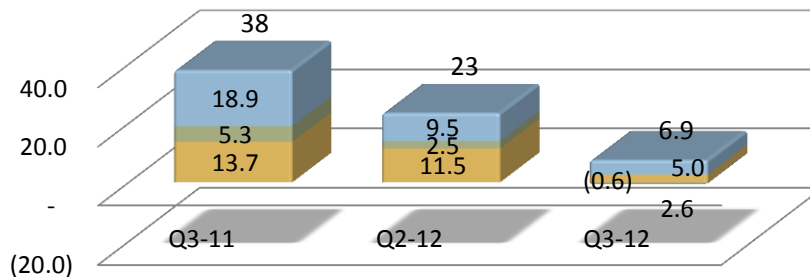
Revenue



Adjusted PAT



Adjusted EBIDTA



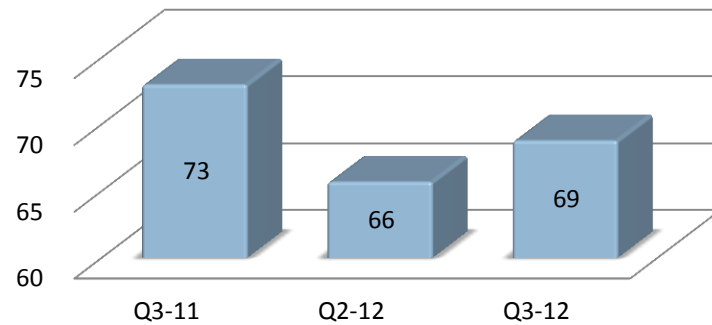
	QoQ	YoY
Revenue	37 %	51 %
EBIDTA	-71 %	-81%
PAT	-152%	-124%

TUI Infotec Domestic Products & Services Intl. Services

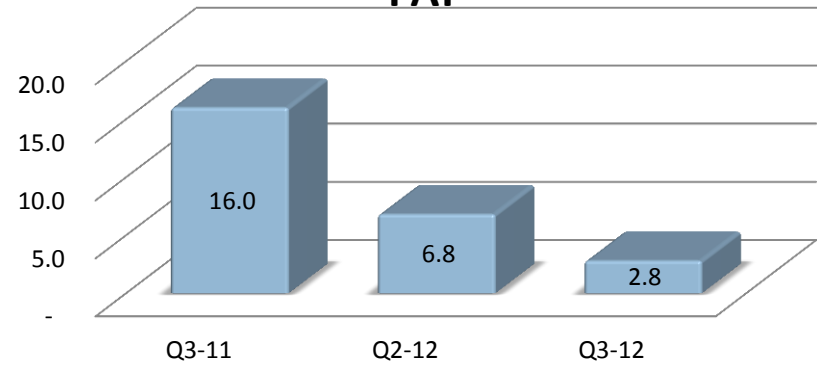
Note : TUI Infotec Adjusted EBIDTA & PAT represent EBIDTA & PAT before employee restructuring costs in TUI Infotec

International IT Services

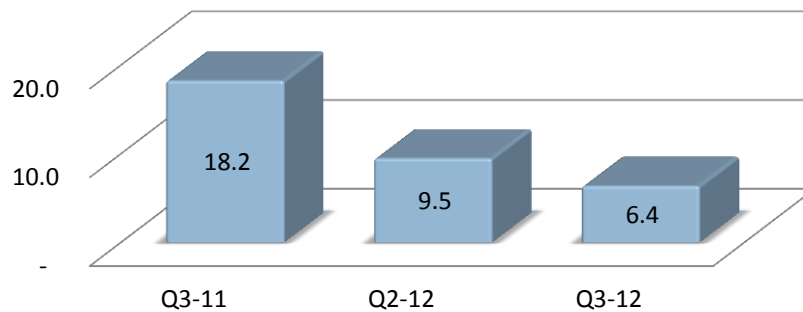
Revenue



PAT



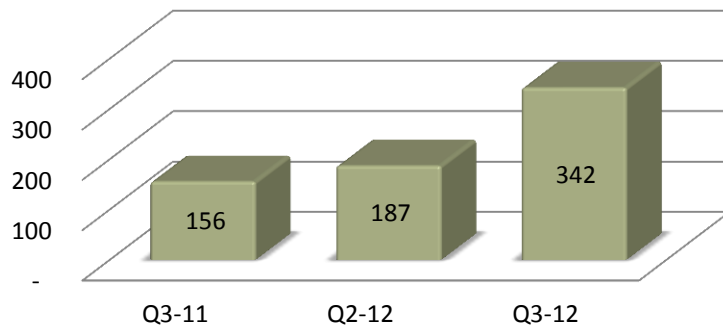
Adjusted EBIDTA



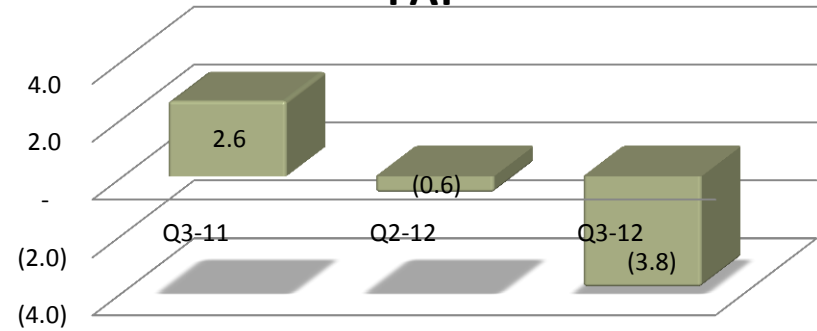
	QoQ	YoY
Revenue	5%	-4%
EBIDTA	-41%	-66%
PAT	-59%	-82%

Domestic Products & IT Services

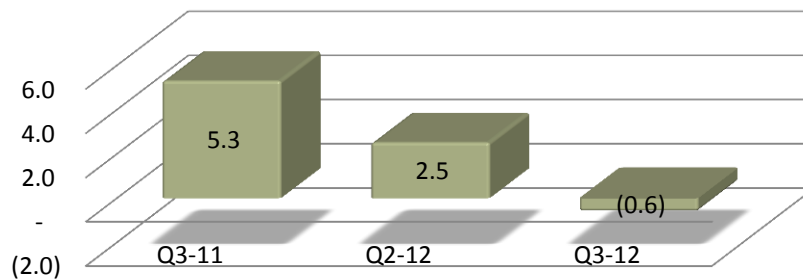
Revenue



PAT

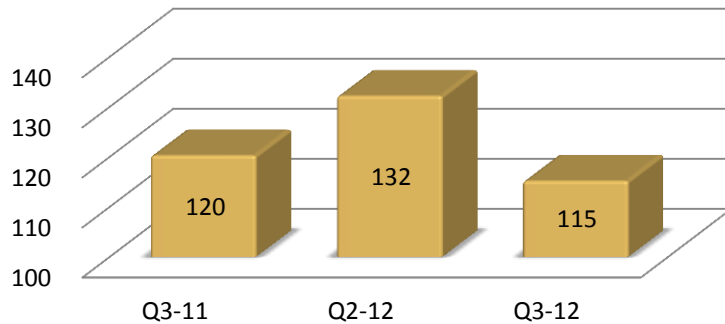


EBIDTA

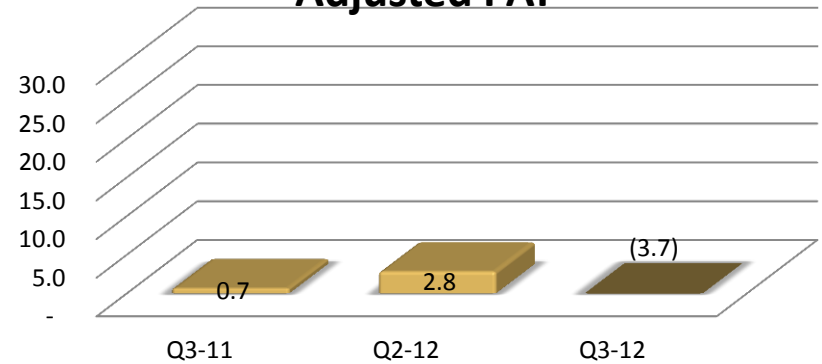


	QoQ	YoY
Revenue	83%	120 %
EBIDTA	-124%	-112 %
PAT	-571%	-247%

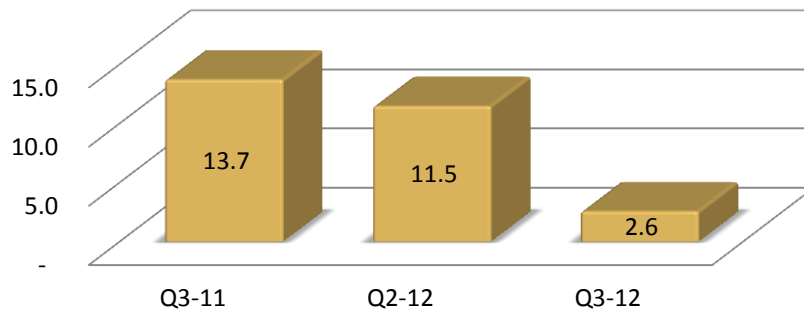
Revenue



Adjusted PAT



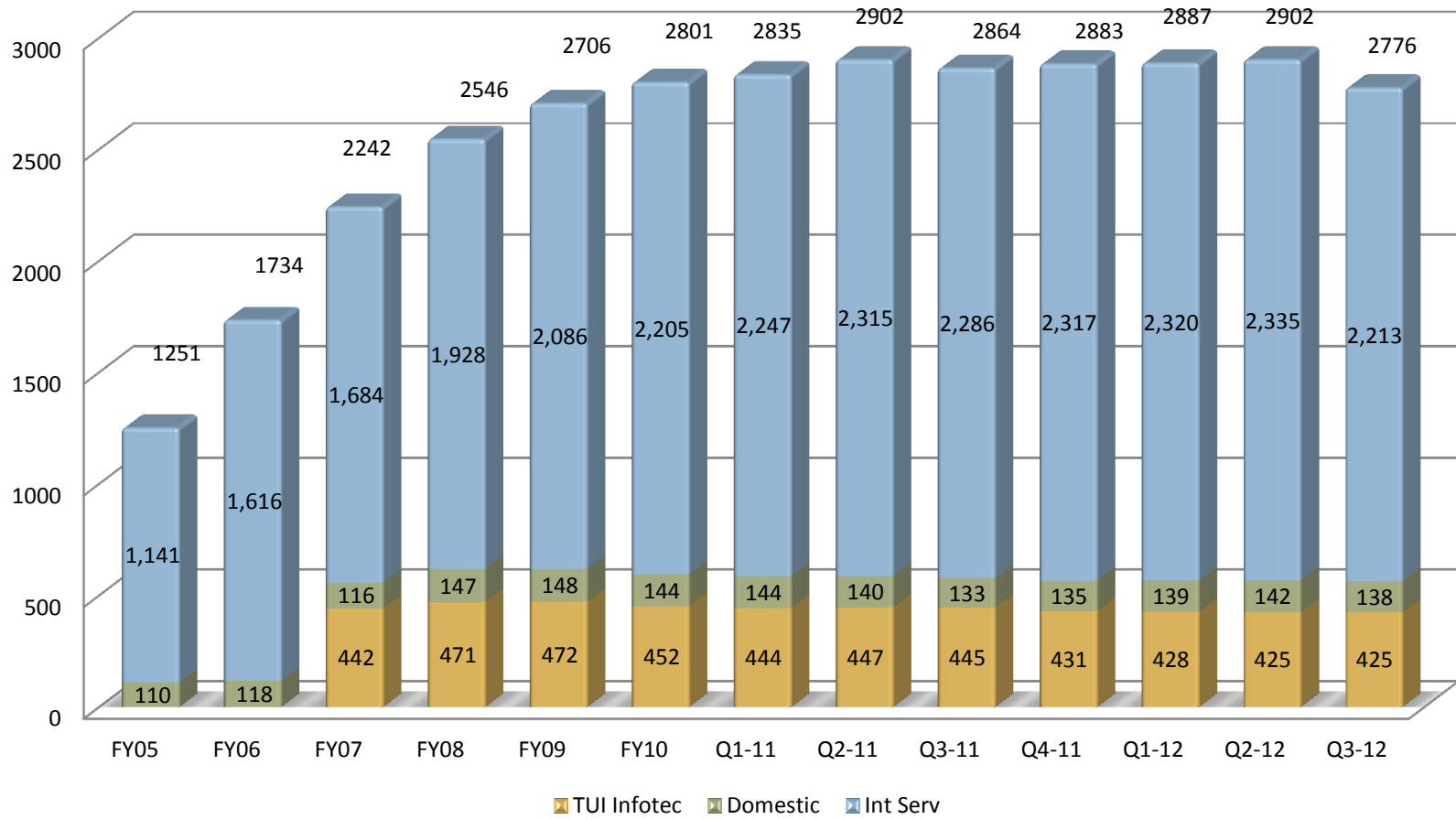
Adjusted EBIDTA



	QoQ	YoY
Revenue	-13 %	-4%
EBIDTA	-78%	-81%
PAT	230%	-654%

Note : TUI Infotec Adjusted EBIDTA & PAT represent EBIDTA & PAT before employee restructuring costs in TUI Infotec

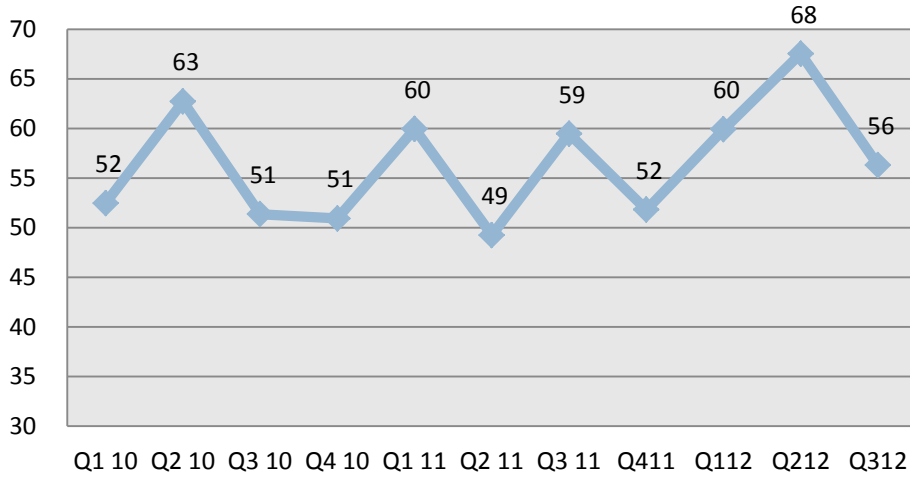
Headcount



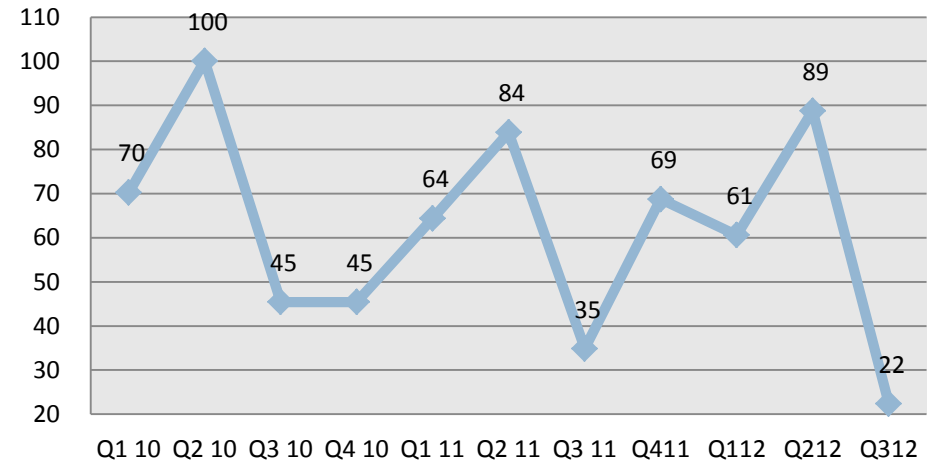
Days Sales Outstanding

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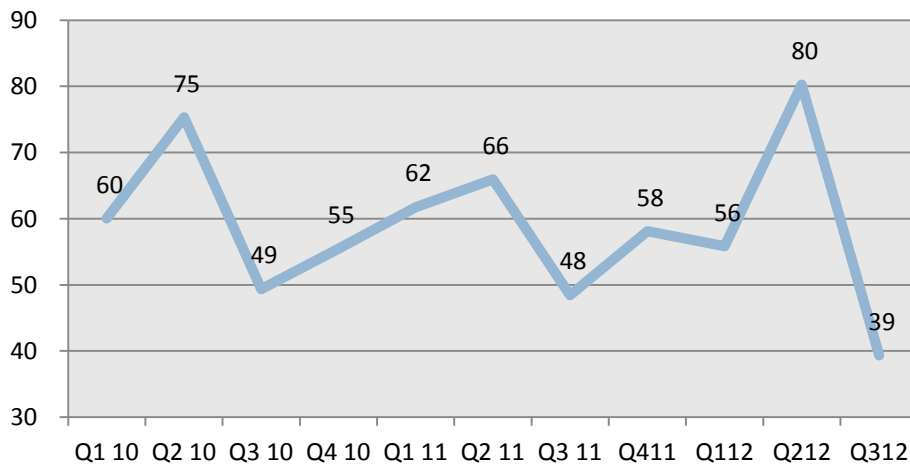
International Services



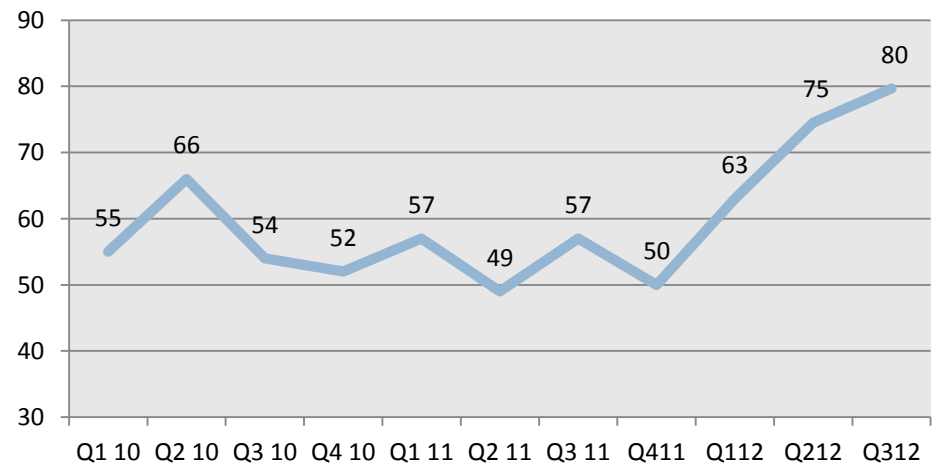
Domestic Products & Services



Consolidated



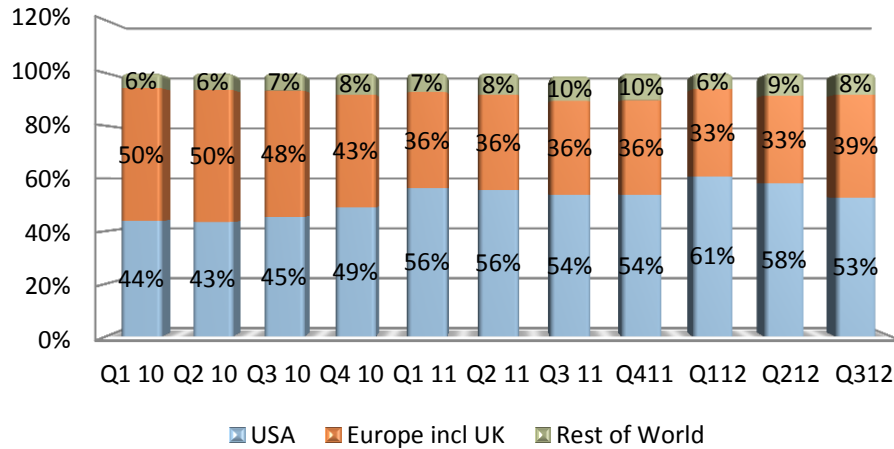
TUI



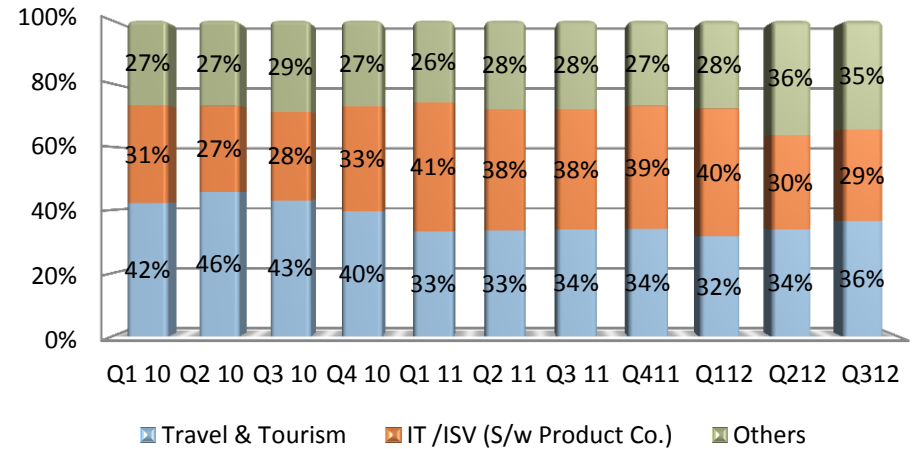
International Services – Key Metrics

Revenue Metrics

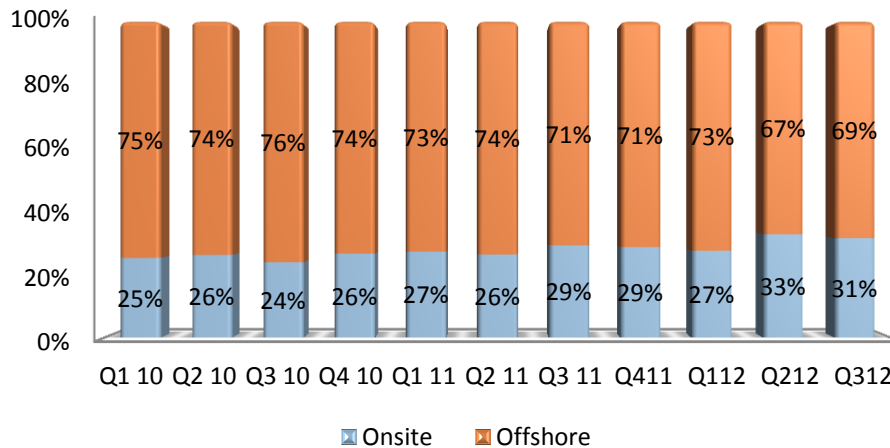
Geography



Service Line

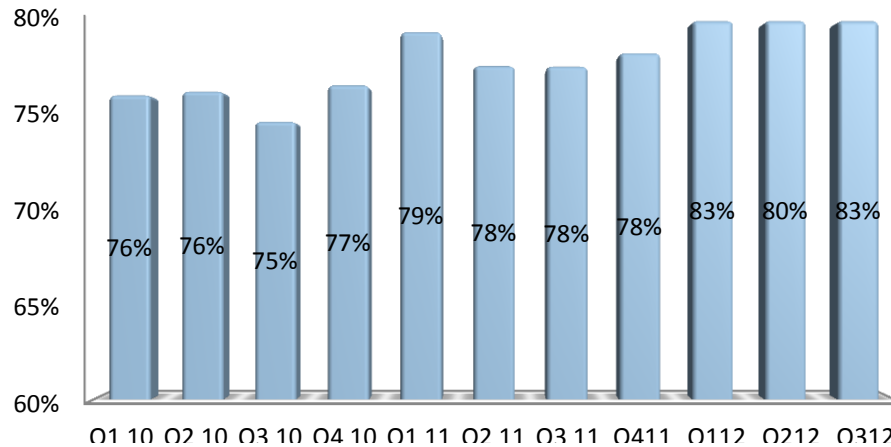


Onsite / Offshore

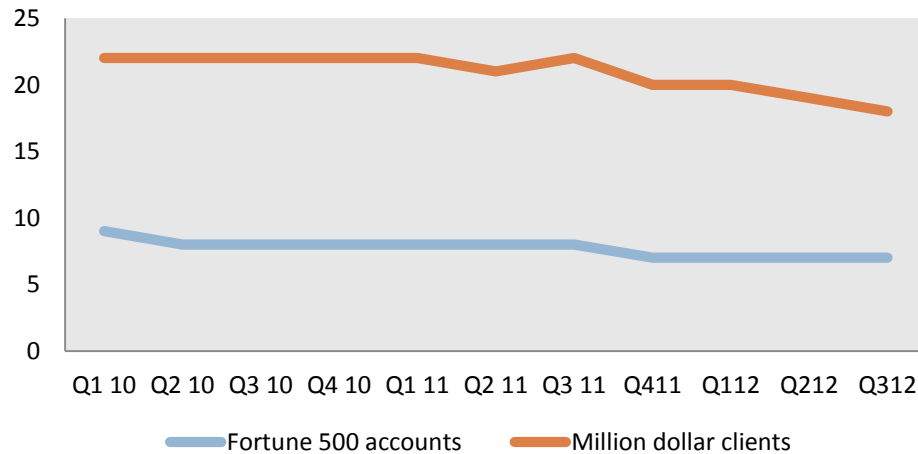


Customer Analysis

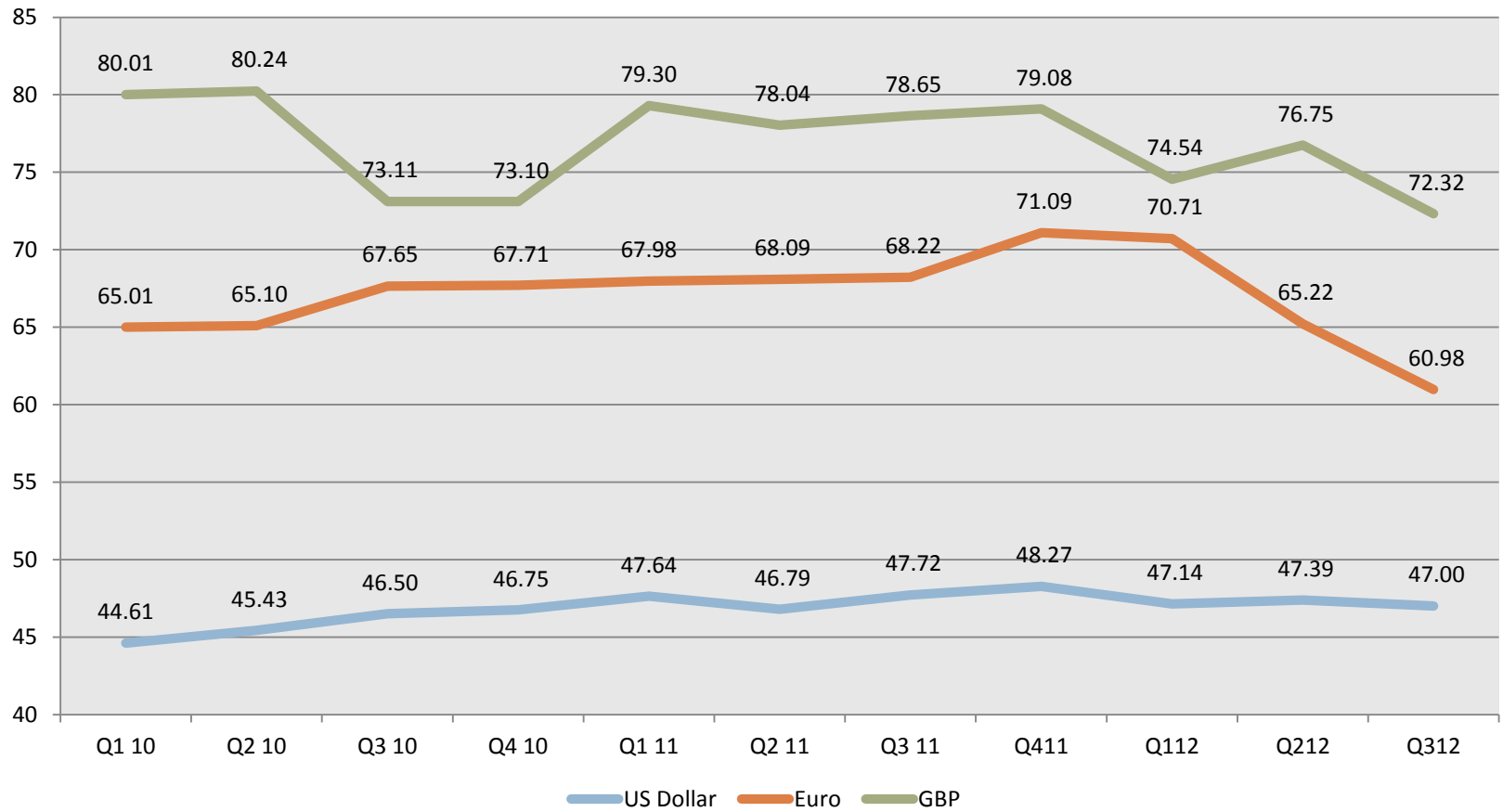
Revenue from Top 10 customers



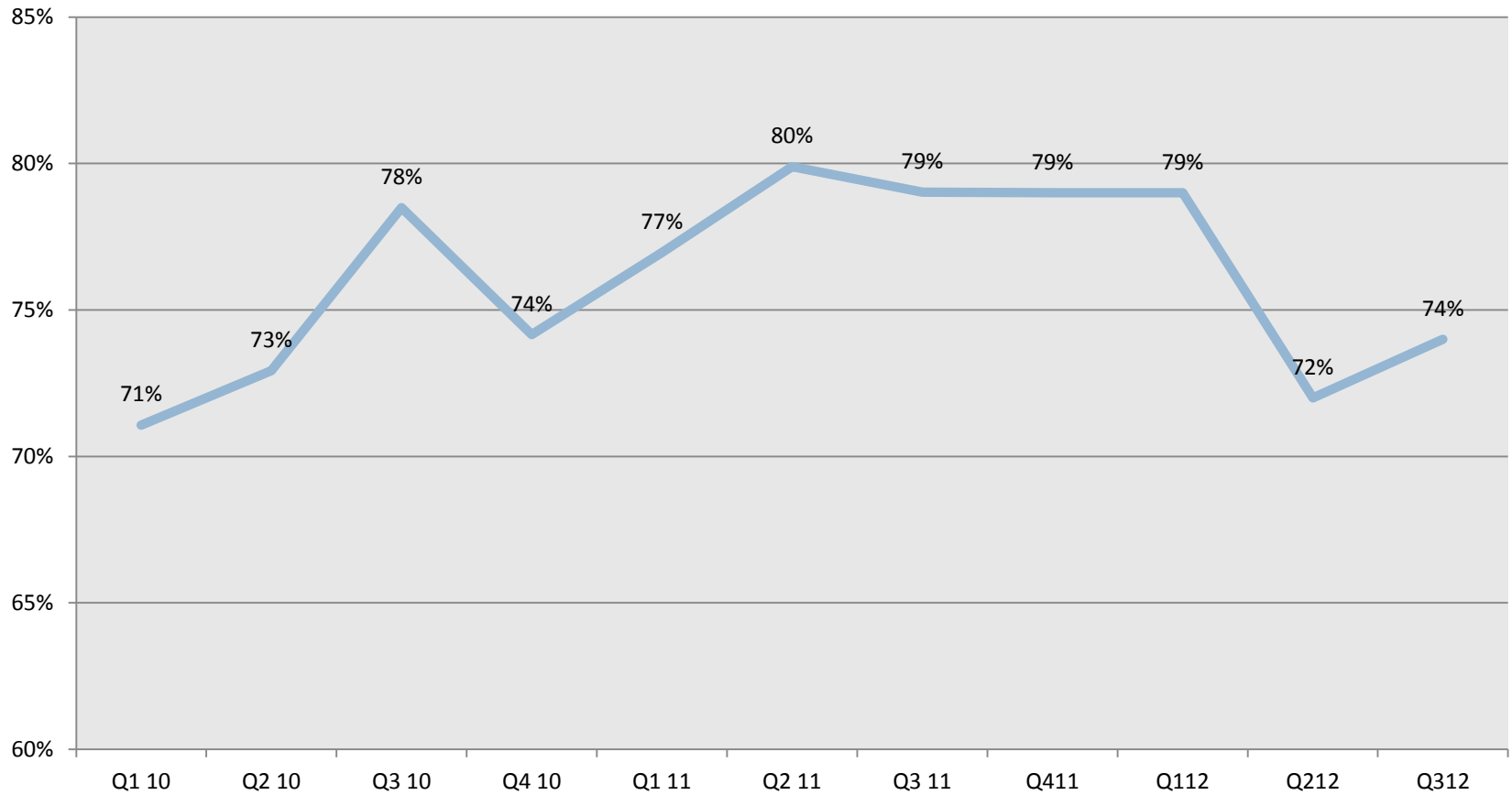
Customers by Category



Rupee Realization Rates



Utilization



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.