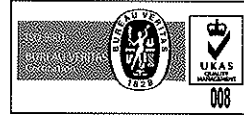


SONATA SOFTWARE LIMITED



CMMI DEV / 5SM
Exp. 2017-04-15 / Appraisal #22057

9th February, 2016

The Manager
Market Operations
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai – 400 001.

Dear Sir/Madam,

SUB: Press Release

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing Investors' Presentation for the quarter and nine months ended December 31, 2015.

The details of above said are also made available at the Company's website www.sonata-software.com.

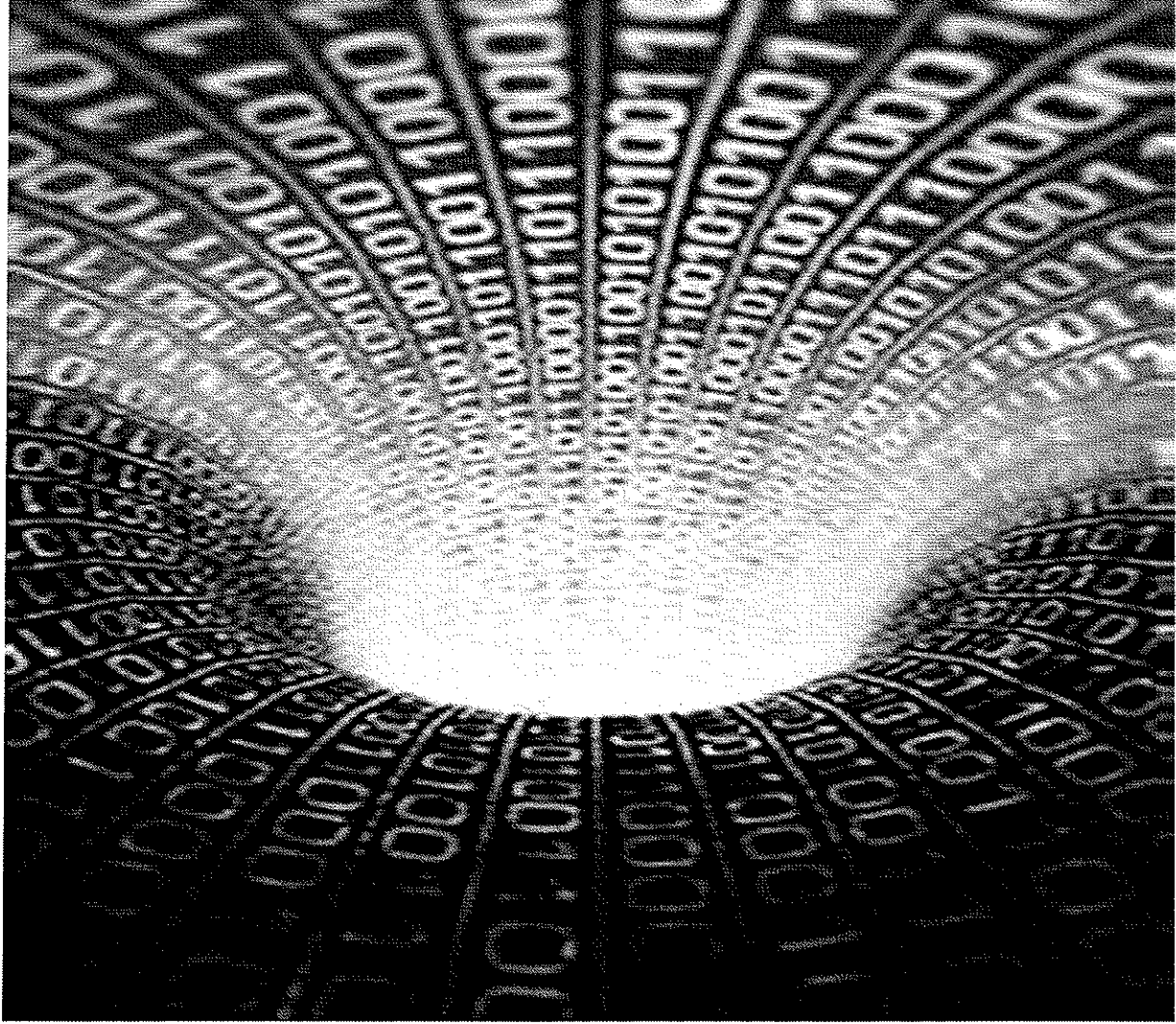
Kindly take the same on record.

Thanking you,

Very truly yours,
For **SONATA SOFTWARE LIMITED**

PRIYA MANOJ JASWANI
COMPANY SECRETARY

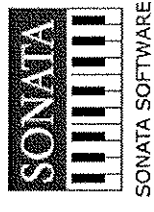
CC to : The National Stock Exchange of India Limited - Mumbai



GO DEEPER

Transform business with IT

Investor Presentation
Q3 FY 16



Product Engineering
Enterprise IT Services
Technology Infrastructure

SONATA SOFTWARE

DEPTH MAKES A DIFFERENCE

A world class firm
that is a benchmark for
Catalyzing Business
Transformation for our Clients,
Fulfilling Employee Aspirations &
Caring for our wider Community

through Depth of:
Thought Leadership
Customer Centricity
Execution Excellence



For the Customers
IT Partner of choice for transformation
thru deeper industry, technology &
customer focus

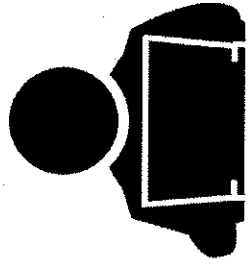


For the Employee
A fun & fearless environment where
the potential & passion for work
flourishes



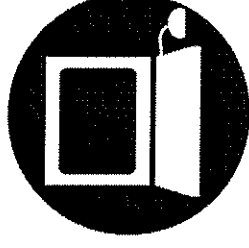
For the Community
CSR initiatives to support IT needs of
projects with Social impact

Sonata Software Limited			
Reporting Segment	Legal Entities	Geography	Nature of Business
International IT Services	Sonata Software Ltd	India	<ul style="list-style-type: none"> Digital IT solutions & services Product Engineering Services
	Sonata Europe Ltd	UK	<ul style="list-style-type: none"> Software Service & Development
	Sonata Software GmbH	Germany	<ul style="list-style-type: none"> IT Program Mgmt. for Travel customers
	Sonata FZ LLC	Dubai	<ul style="list-style-type: none"> Sales & Marketing Account Management
	Sonata Software North America	USA	<ul style="list-style-type: none"> Onsite IT Services Account Management
	Sonata Software Qatar	Qatar	<ul style="list-style-type: none"> Onsite IT Services Account Management
	Rezopia Inc	USA	<ul style="list-style-type: none"> Cloud based PaaS travel IT solutions platforms
	Halosys	USA	<ul style="list-style-type: none"> Unified Enterprise Mobile Enablement platform
	IBIS Inc	USA	<ul style="list-style-type: none"> Supply Chain solutions for Distributors, Manufacturers & Retailers
	Domestic Products & Services	Sonata Information Technology Ltd	India



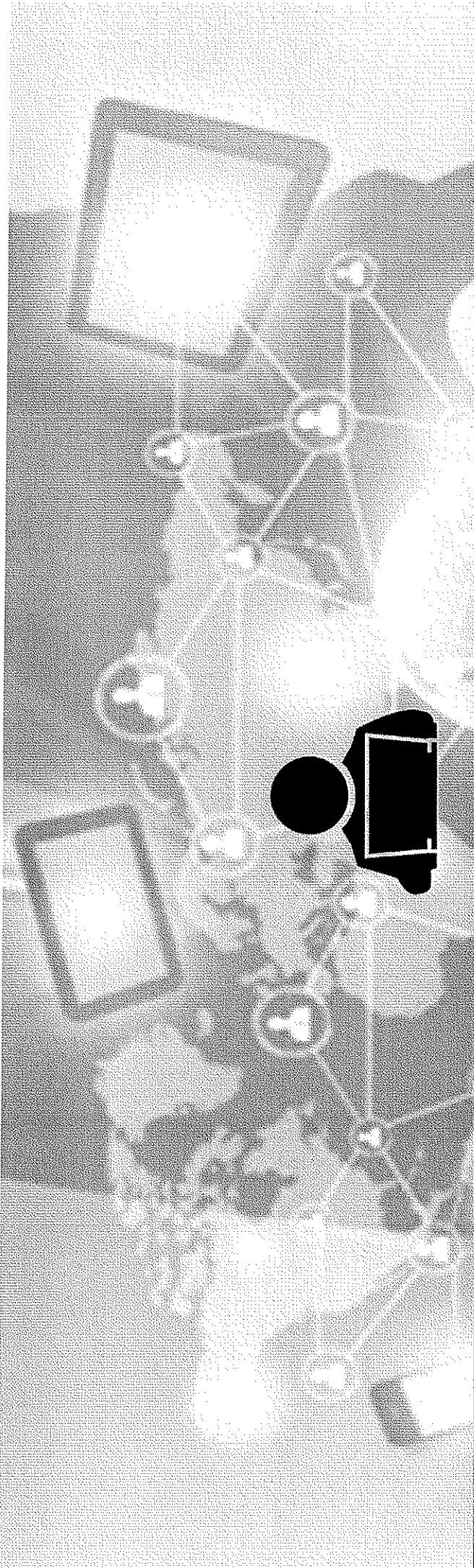
International Services

- Product Engineering & Enterprise IT solutions
- International footprint
- 35% of Co Revenues
- 79% of Co PAT

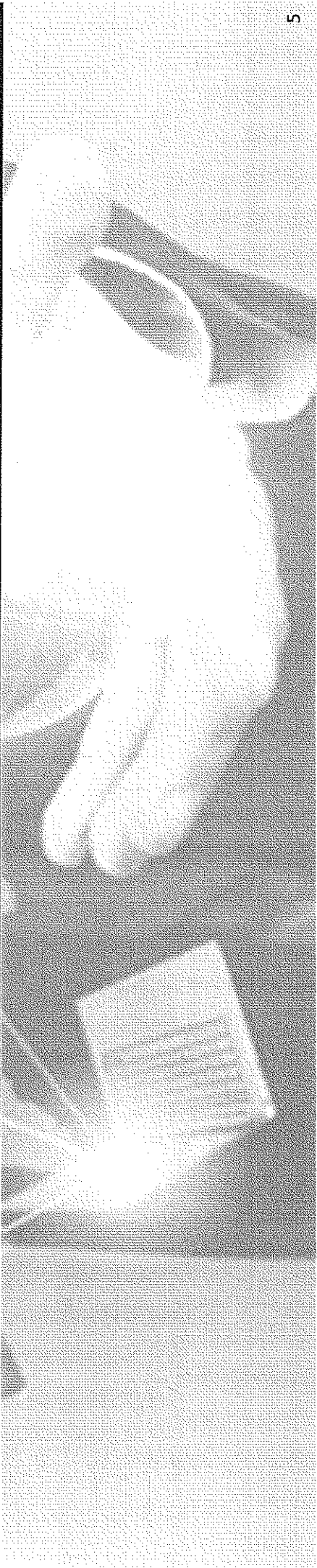


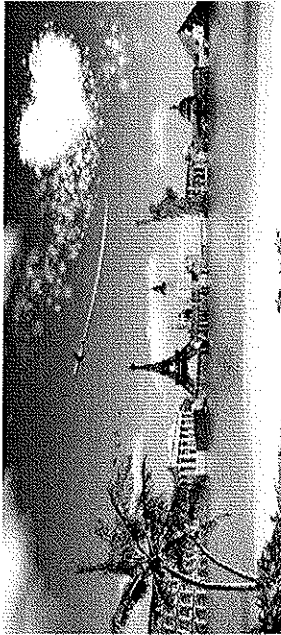
Technology Infrastructure

- IT Infrastructure Consulting, Licensing & Deployment
- Primary India footprint
- 65% of Co Revenues
- 21% of Co PAT



International IT Services





Travel

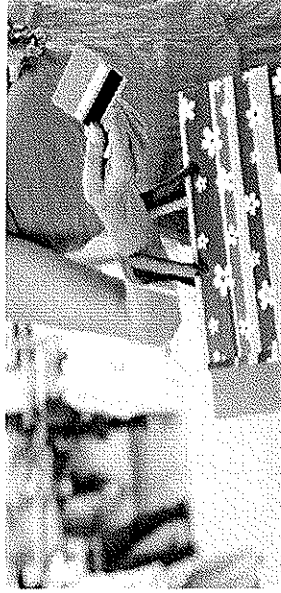
hybris software
AN SAP COMPANY
Most Innovative Partner
2012

rezo pia
SONATA SOFTWARE

TO | OTA | Corporate | Air | Rail

Strategic Customers

- World leading Tour Operator
- Top NA Corporate Travel Co



Retail & Distbn.



Microsoft
Dynamics

hybris software
AN SAP COMPANY
Most Innovative Partner
2012

Winning the Shift to
Hyper-Digital Grocer Apparel | CPG | Industrial

Strategic Customers

- World leading Retailer
- Global F&B CPG Leader



ISV

Windows Azure



Cloud based rail
ERP | SCM | Telematics | REST systems

Strategic Customers

- Global Software Leader
- Top SMB ERP Co

**DIGITAL
ENGAGEMENT**

- Omni-channel Commerce
- Analytics & Personalization
- CRM, Loyalty
- Mobile & Social Business

*Winning the Shift to Digital
Commerce
Top travel company*

**ENTERPRISE
EFFICIENCY**

- ERP
- SCM, HR & Finance
- BI & Analytics
- Mobile & Social Work

*Direct Store Distribution
Solutions
Global CPG leader*

**IT COST
MANAGEMENT**

- Managed Services & Infrastructure
- Cloud & Virtualization
- Licensing

*Remote Infrastructure
Management
Top European Retailer*



hybris software
AN SAP COMPANY



Microsoft
Dynamics



appcelerator



Windows Azure



PRODUCT INNOVATION

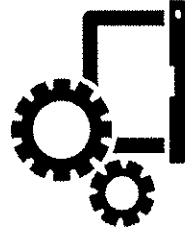
- Cloud engineering
- Mobile engineering
- Analytics integration



*Cloud & Mobile Enabled SaaS Migration
Global SMB ERP ISV*

PRODUCT ENGINEERING

- Consult, Architect
- Develop, QA
- Performance Engineering
- Globalize and Localization



*End-to-end engineering services for an ERP
World leading ISV*

PROFESSIONAL SERVICES

- Professional Services
- Integration, Customization
- Sustenance Engineering
- Product support



*Premium managed product support
Leading cloud platform*

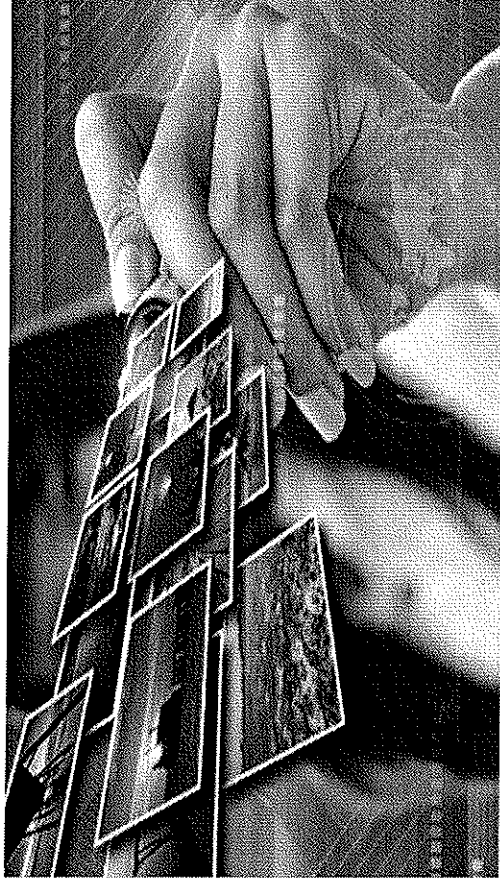
Enabling a World Leader in Travel Retail
stay ahead of the digital business shift

Evolution from brick and click to Omni-
Channel business

- 20%+ YoY digital sales growth, 50%+ digital revenue

Front Office to Back Office IT systems services

- 300+ team of On-site and Off-shore mix;
- 30% saving in IT costs, est > 50Mn E p.a.;
- 50+ core applications transitioned, modernized; >80% Managed Services



10 Year Partnership Milestone

"Sonata is a very important extension of the team and over the years has made a significant contribution to our success in serving our customers better than anyone else in our business sector." Director IT

Partnering launch of a new ERP by a Global Software leader

- Engineering Excellence
- Beta One thru to global roll-out stages with ERP & engineering skills
 - Vertical solutions partner – industry specific offering of core ERP

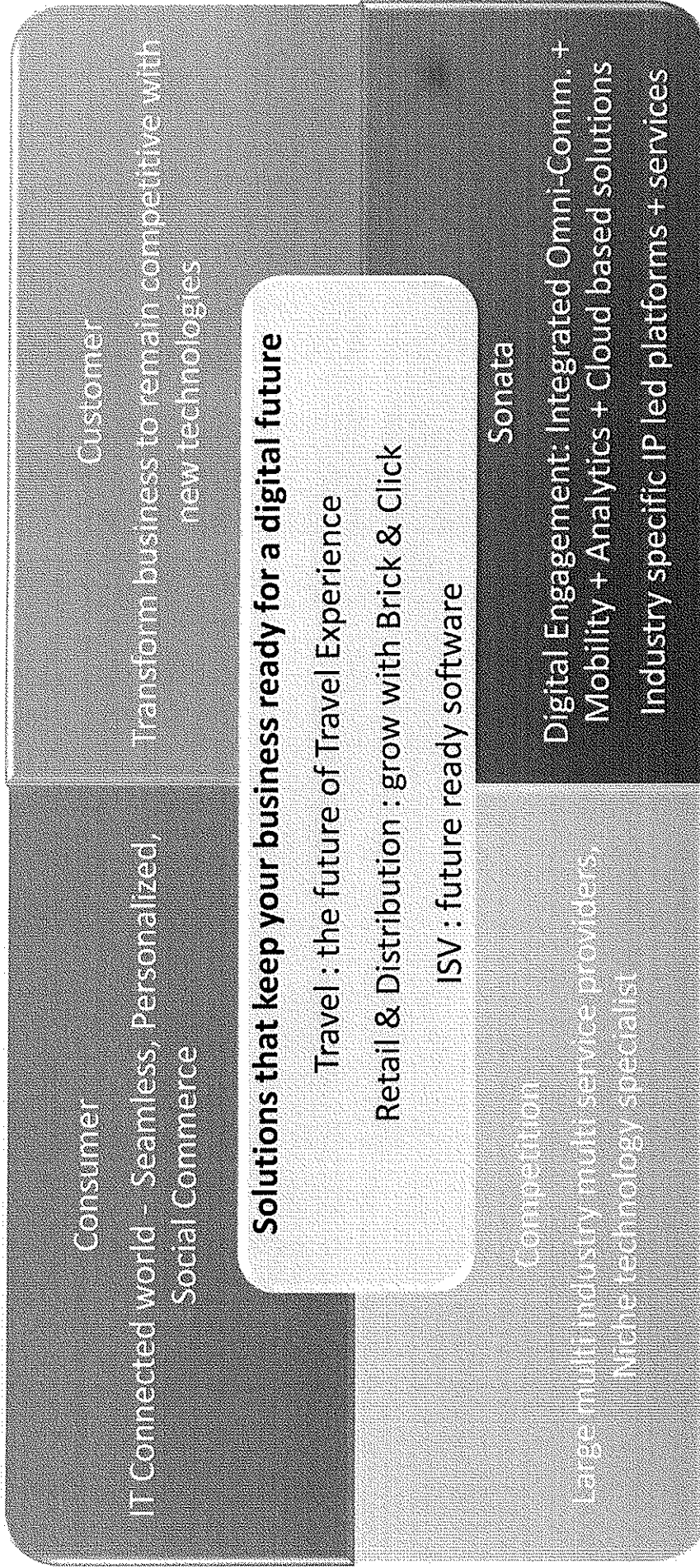
Value Added Services

- Engineering and integration services to partner eco-system globally
- Managed support with SLA adherence improved by over 30% to > 90%
- Go-to-Market partner with marquee Fortune 500 clients wins and project implementations



10 Year Partnership Milestone

*“Sonata has been an **important partner** in our ... journey for over a decade. The expertise they bring to the table makes **them a valuable part of the ecosystem**., its partners and customers who seek to get more out of our enterprise class business solution. This 10 year anniversary is a significant milestone in our relationship with Sonata and we look to newer horizons ahead.” VP Engineering*



Turnkey partner for mid size (USD 500M+) customers in Travel, Retail & Distribution, ISV vertical

Next Gen Travel Experience



Rezopia Travel Experience Platform

- Search & Book across Web, Mobile, Shop & Call Centre channels
- On the fly packaging across Air, Rail, Hotel & ancillary service inventory
- Pre-Built Mobile & Analytics features
- Integration to leading GDS and ERP applications

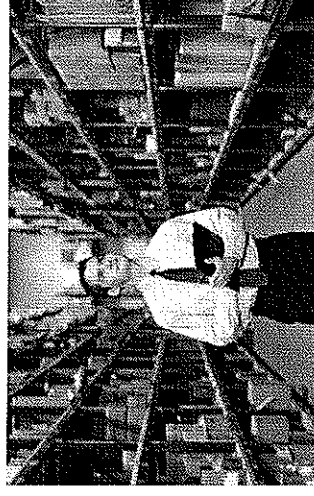
Omni Channel Retailer



Brick & Click Retailing Platform

- Seamless Personalized Shopping Experience – In Store, Mobile, Online
- Pre-built Customer and Store mobile service Apps
- Pre-built big data Analytics platform
- Integrated to core Retail ERP

Digital Distribution



Modern Distribution Platform

- Advanced Supply Chain Software – built-in functionalities like sales & operations planning, demand planning, revenue management.
- B2B Ecommerce
- Mobile Ordering & Fulfillment Apps
- Core ERP enabled on Microsoft Dynamics



rezopia
FROM
SONATA SOFTWARE
TRAVEL SAAS

Reservation, Distribution, Contracts &
Operations on one single Cloud Platform



Core features of MADP, MAM, MBaaS &
APIs on a single, unified mobile platform



I.B.I.S. Inc.
A Sonata Software Company

Advanced Supply chain Software for
Distributors, Manufacturers & Retailers

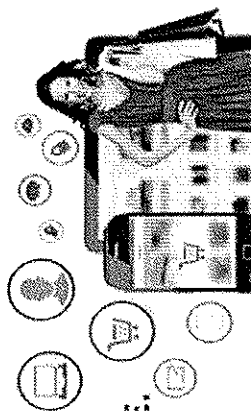


Big Data ready Retail Analytics Platform

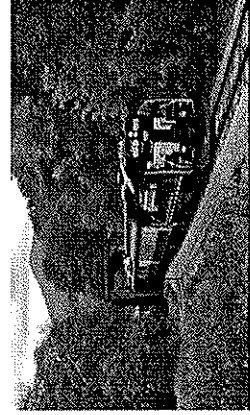
Continuing to build, integrate and acquire platforms across Ecommerce, Analytics & DevOps to complete portfolio for 'Future Ready' IP led solutions.



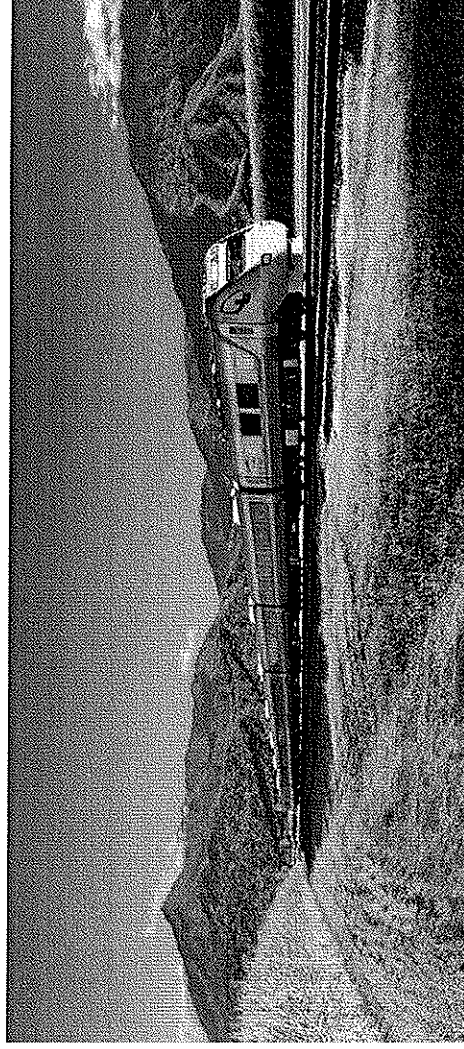
Top SMB ERP Company
Cloud & Mobile engineering ERP for SaaS enablement



World Leading Retailer
Engineering Omni Channel retail systems on a new technology stack



Top ANZ Rail Company
Enabling next-gen Rail reservation & ancillary services

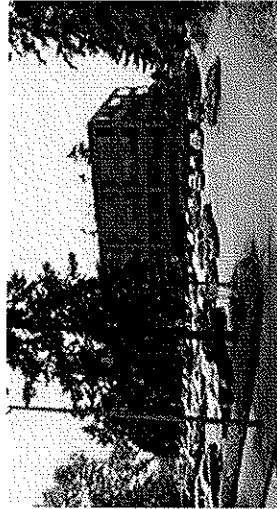


Business Need: Upgrade reservations systems across core Rail and ancillary package sales

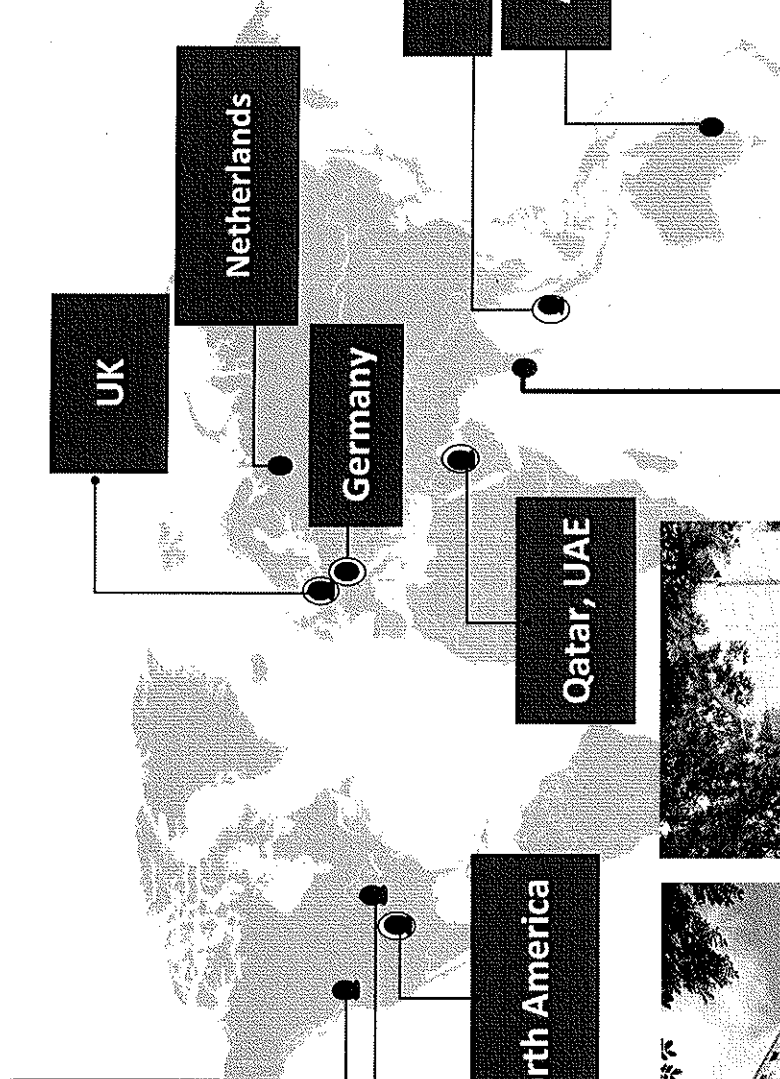
Solution: Rezopia Travel SAAS customized to next gen reservation systems

- Manage Services, Schedules, Inventory, Fares and Rules
- Multi-channel booking engine – web, call center, stations and agents
- Dynamic shopping cart with ancillaries like hotels, transfers and activities
- Integration to back end SAP ERP for Financial data integration

Business Benefits: Cost effective, quick transition from legacy systems & continuous feature upgrades with releases

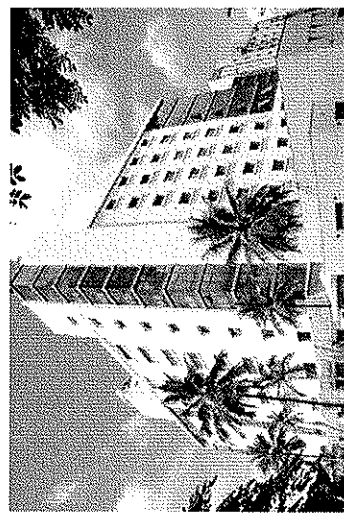
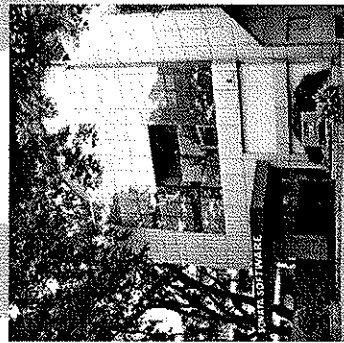


US
Development Centers –
Redmond & Atlanta

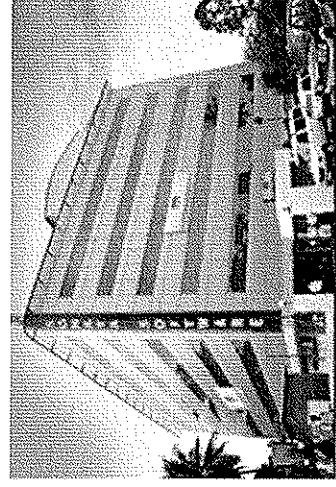


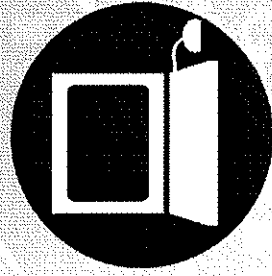
Singapore

Australia



India
Bangalore, Hyderabad

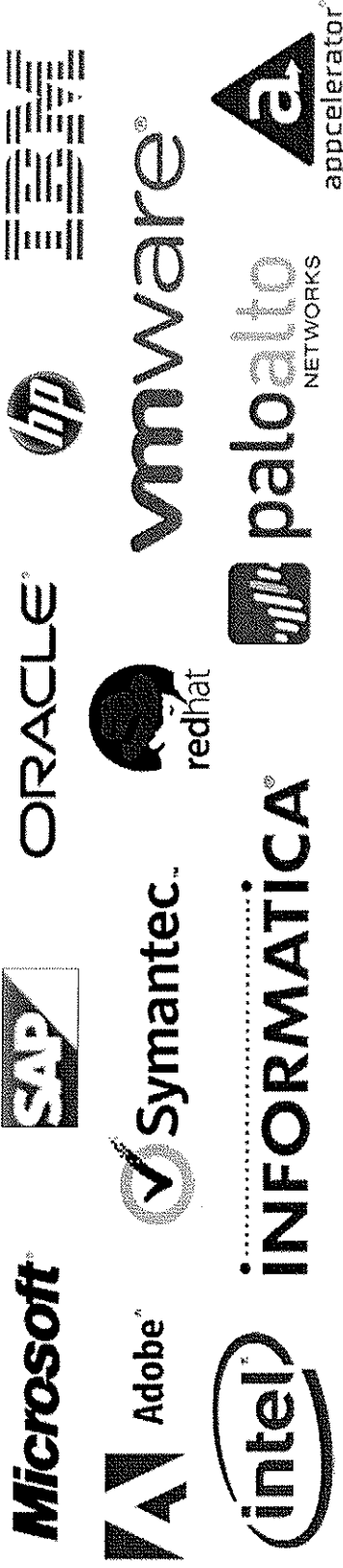




Technology Infrastructure

- Strategic partnerships with leading technology providers – Microsoft, SAP, Oracle, Appcelerator
- Relationships act an advantage in accessing emerging technology solutions
- High RoNW at >35% levels
- 360 degree footprint across Engineering, Implementation, Go to Market in IT value chain in key technologies – e.g. Dynamics AX

PORTFOLIO OF WORLD-CLASS ALLIANCES



**360 DEGREE CORPORATE
FOOTPRINT**
PE | PDS Implement | GTM
End to End Capability
on Technology Needs

**IN-HOUSE SOLUTION
CENTRE OF EXCELLENCE**
Expert Deployment Team |
Customer POC | Best
Practices Templates

**NEW TECHNOLOGY
ADOPTION**
SMAC | Platforms | Appliances
Cloud, MoovWeb,
Exadata


EXPERTISE | RELIABILITY | SPEED
in accessing technology solutions



**CORE IT
INFRASTRUCTURE**

- OS, Servers, Cloud & Virtualization
- Security, Identity & Access Infrastructure
- Management, Optimization & Support

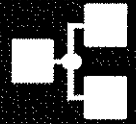
Core Enterprise Infrastructure migration to Cloud for cost optimization
Leading Brewery Company



**EMPLOYEE
PRODUCTIVITY**

- Communication & Collaboration
- Work Tools & Applications
- Onboarding & Support

Patient care enhancement thru collaborative work tools for doctors
Leading Hospital Chain



**BUSINESS
APPLICATIONS**

- E. Comm, Digital Marketing, CRM, BI, Mobility, ERP, SCM
- IT Appliances
- Consulting & Support

Enhanced business responsiveness thru next gen IT Appliances
Leading Bank



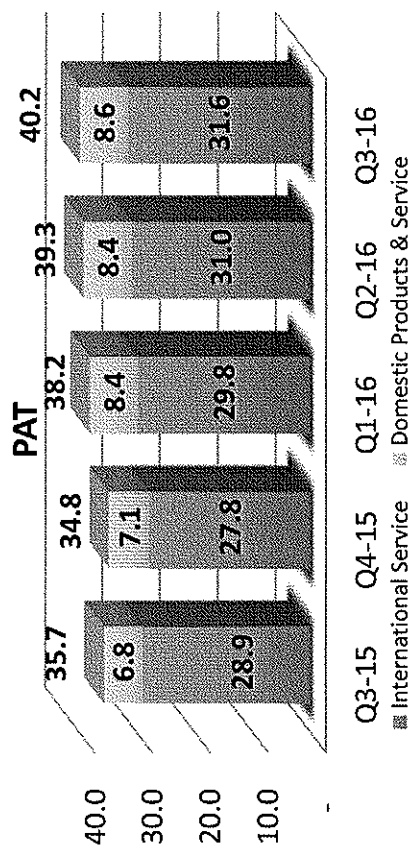
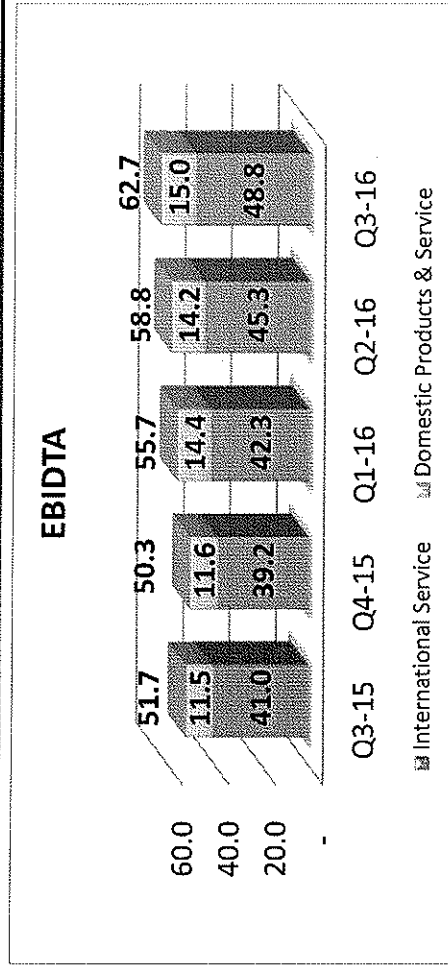
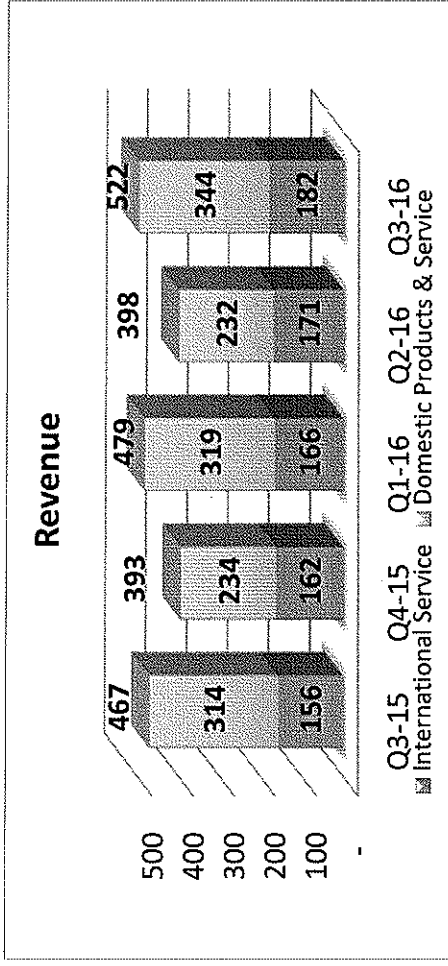
Financials



Description	For the Quarter ended				For the nine months ended			
	31-Dec-15	30-Sep-15	31-Dec-14	QoQ	YoY	31-Dec-15	31-Dec-14	YoY
Revenues								
International IT Services	181.5	170.7	156.2	6%	16%	517.8	444.8	16%
Domestic- Products & Services	343.8	231.6	314.3	48%	9%	894.5	858.6	4%
Consolidated	522.0	398.4	467.1	31%	12%	1,399.6	1,289.8	9%
EBITDA								
International IT Services	48.8	45.3	41.0	8%	19%	136.3	111.9	22%
Domestic- Products & Services	15.0	14.2 *	11.5 *	5%	30%	43.5 *	29.7 *	47%
Consolidated	62.7	58.8 *	51.7 *	7%	21%	177.2 *	140.2 *	26%
PAT								
International IT Services	31.6	31.0	28.9	2%	9%	92.4	80.6	15%
Domestic- Products & Services	8.6	8.4	6.8	3%	26%	25.4	18.2	39%
Consolidated	40.2	39.3	35.7	2%	13%	117.8	98.9	19%

* Includes "exceptional item" of Interest income received on Income-Tax refund:

- In FY2015-16: ` 1 cr. in Q2 & ` 2.7 crs. in Q1, and in FY2014-15: ` 1.4 crs. in Q3 & ` 1.6 crs. in Q1.

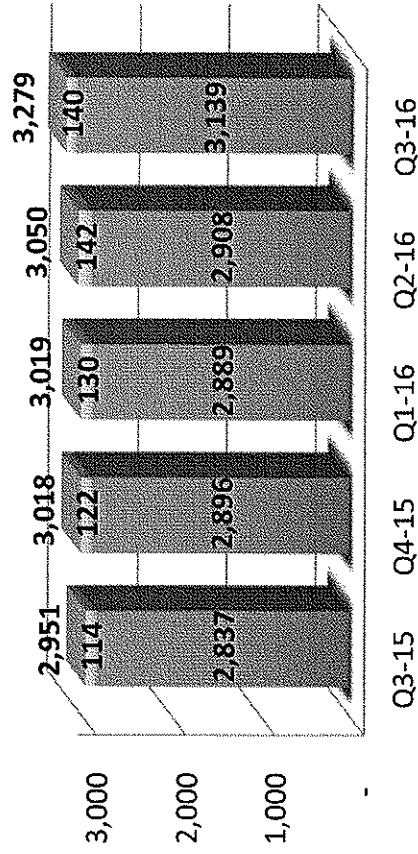


	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16
Revenue	60.0	40.0	20.0	-	-
EBIDTA	51.7	50.3	55.7	58.8	62.7
PAT	35.7	34.8	38.2	39.3	40.2

	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16
Revenue	60.0	40.0	20.0	-	-
EBIDTA	51.7	50.3	55.7	58.8	62.7
PAT	35.7	34.8	38.2	39.3	40.2

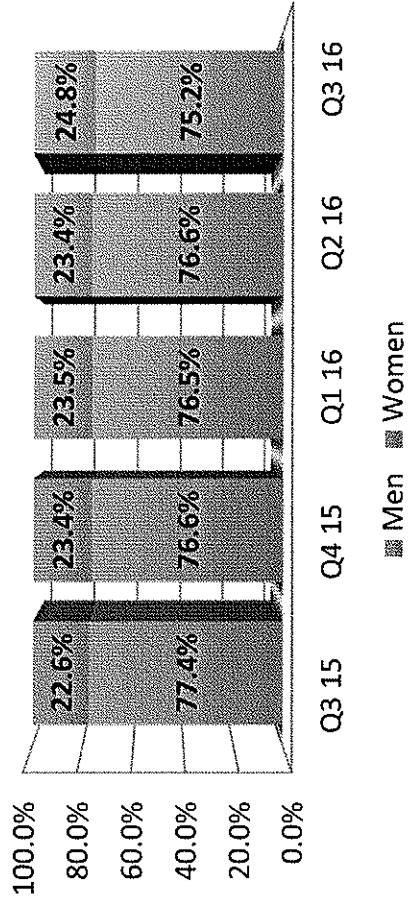
	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16
Revenue	60.0	40.0	20.0	-	-
EBIDTA	51.7	50.3	55.7	58.8	62.7
PAT	35.7	34.8	38.2	39.3	40.2

Note : Q1-16 & Q2-16 EBIDTA and PAT includes exceptional income of Interest on IT Refund



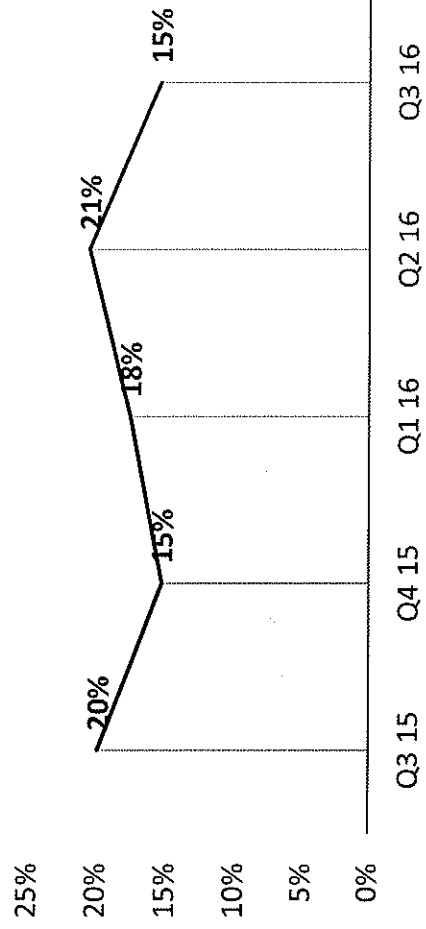
■ International Service ■ Domestic Products & Service

Diversity

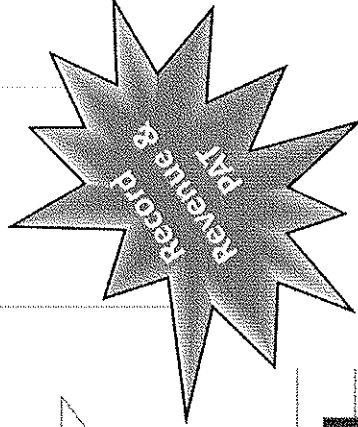
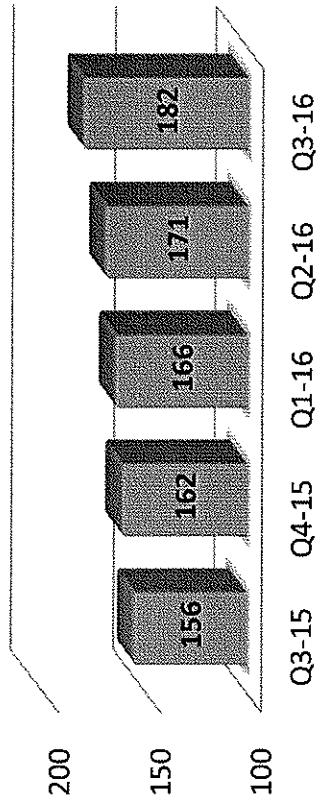


■ Men ■ Women

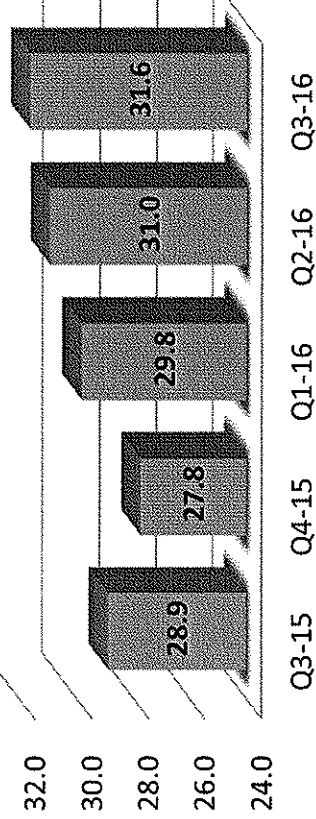
Attrition %



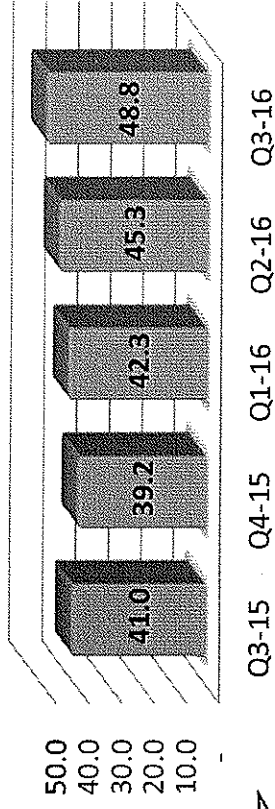
Revenue



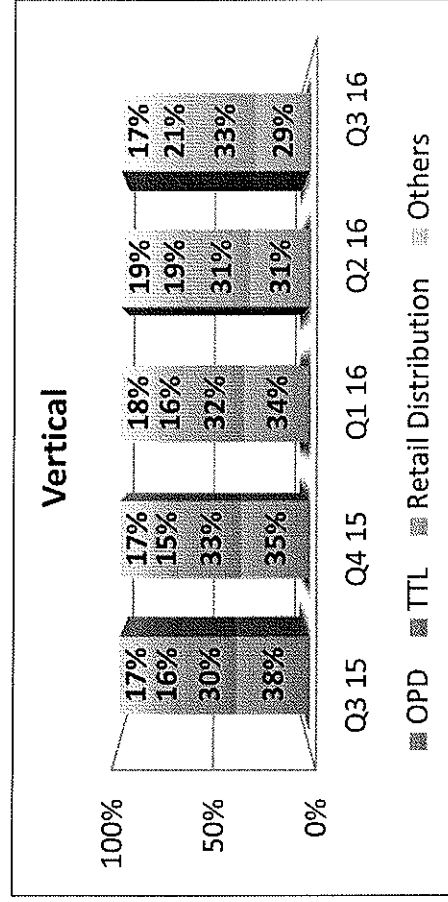
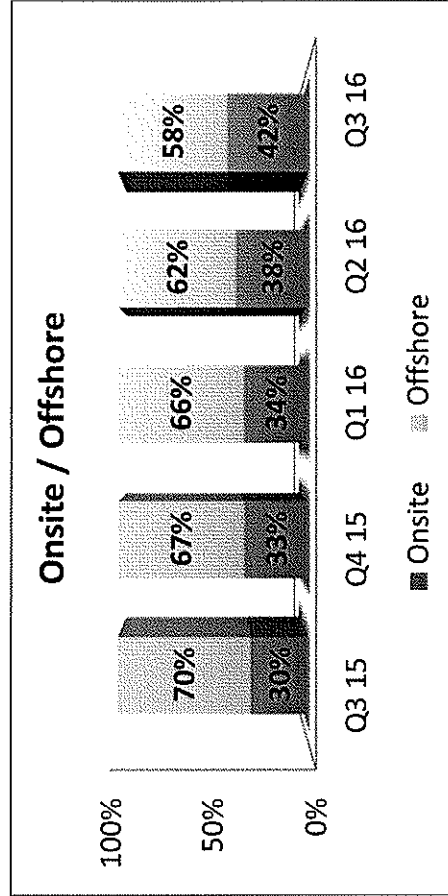
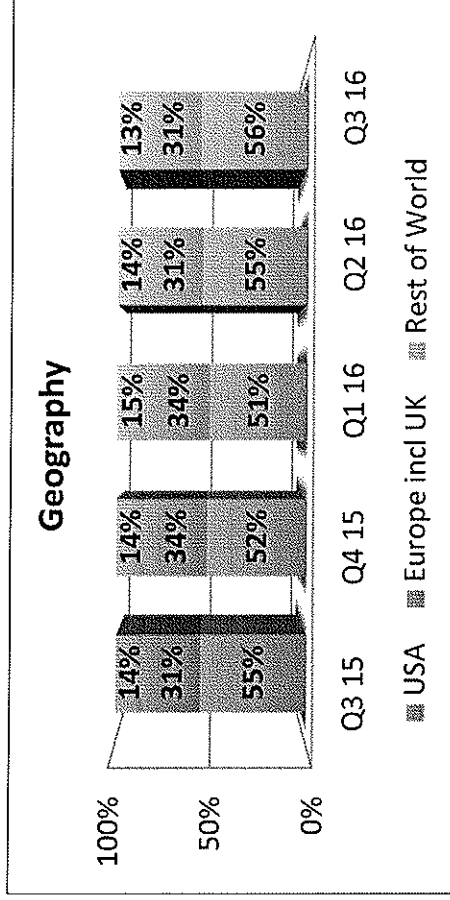
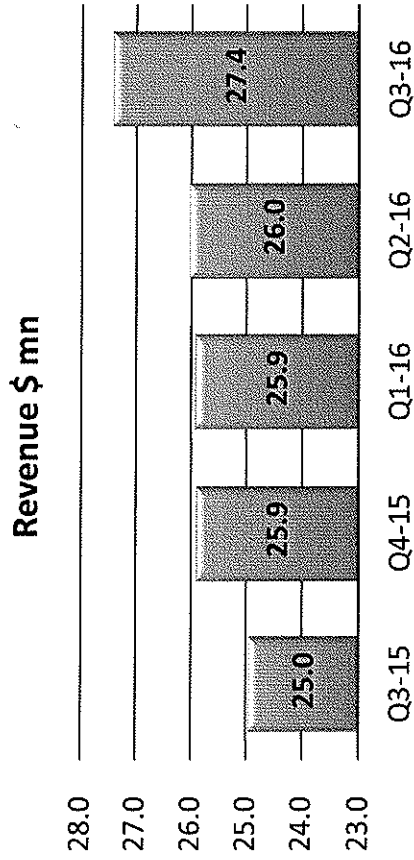
PAT

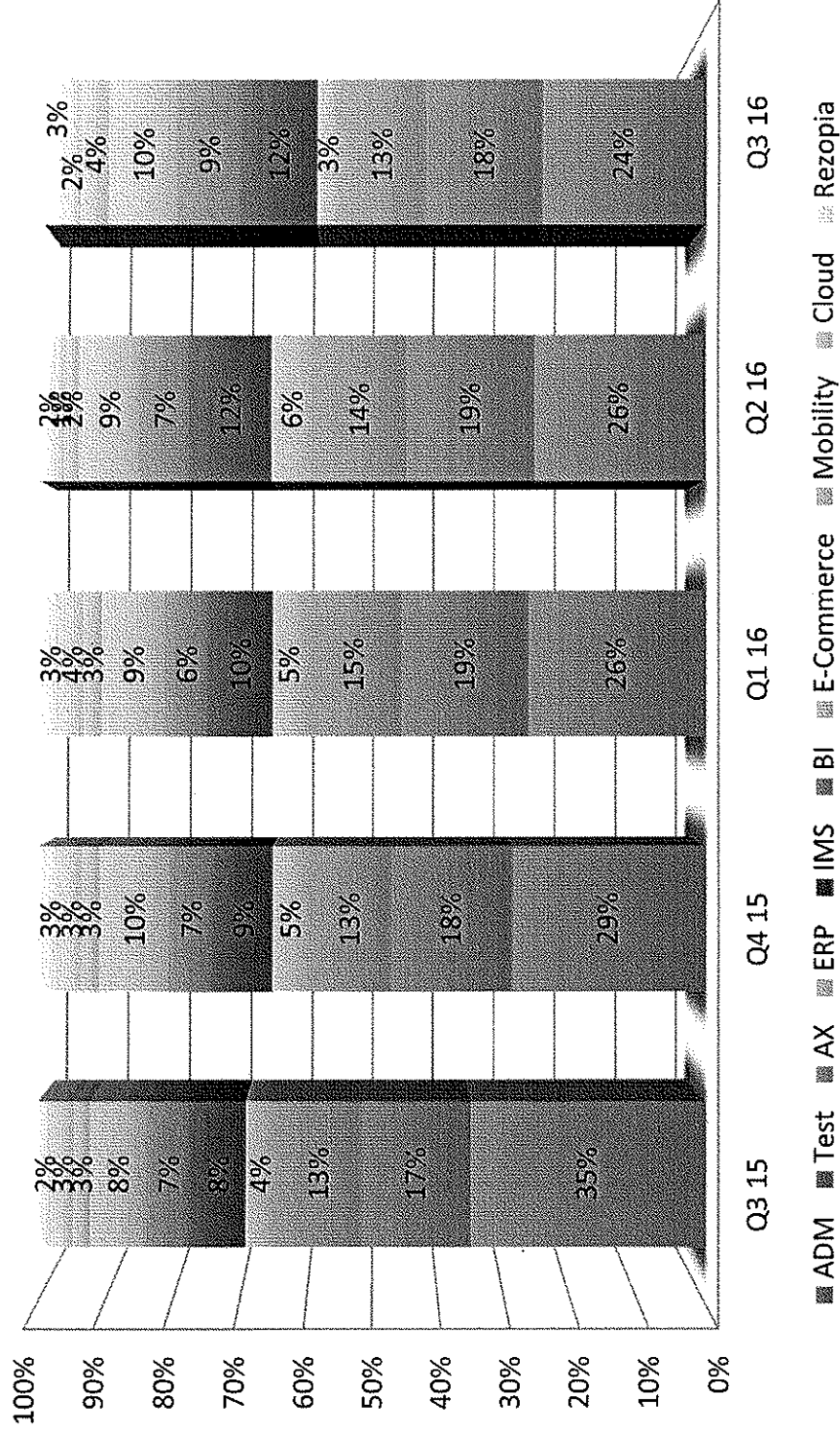


EBIDTA

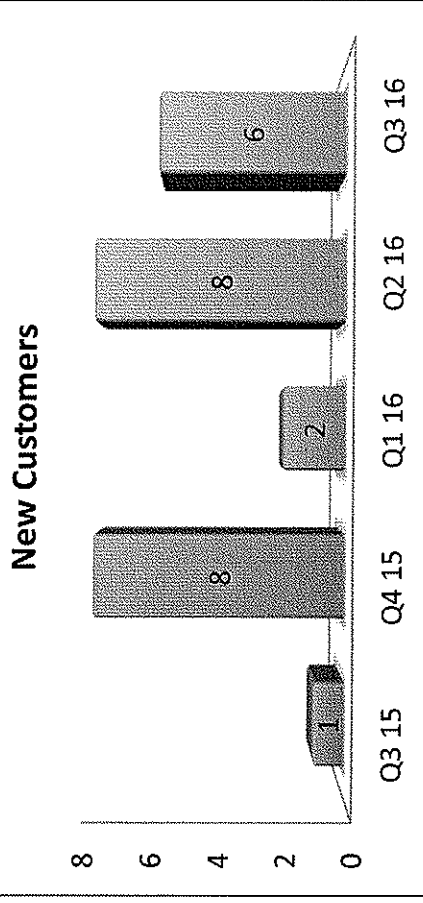
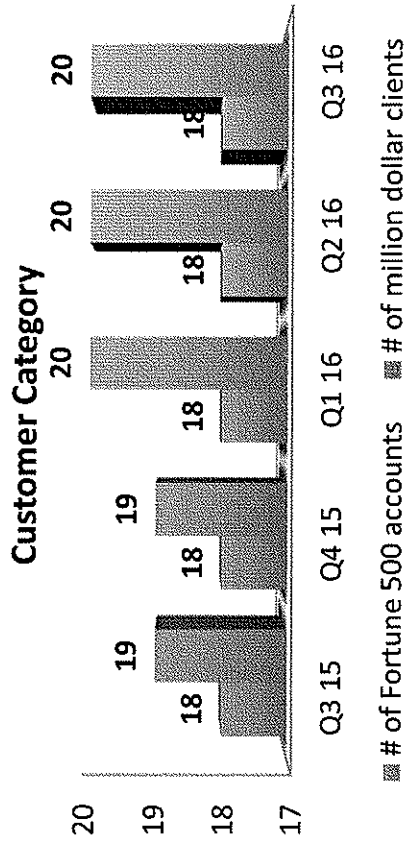


	QoQ	YoY
Revenue	6%	16%
EBIDTA	8%	19%
PAT	2%	9%

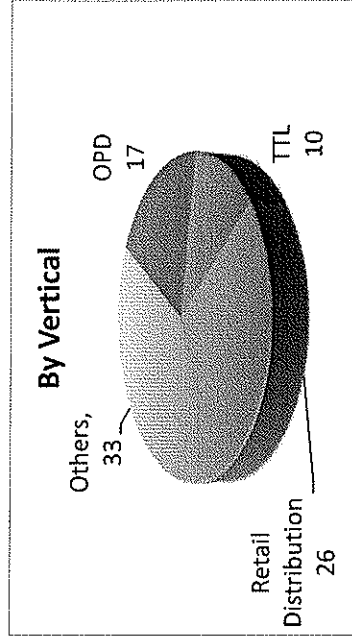
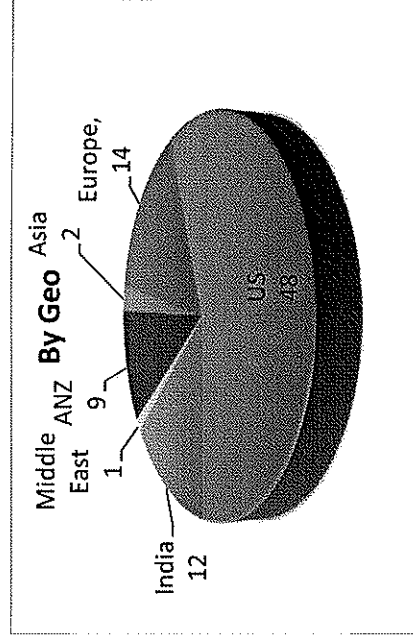
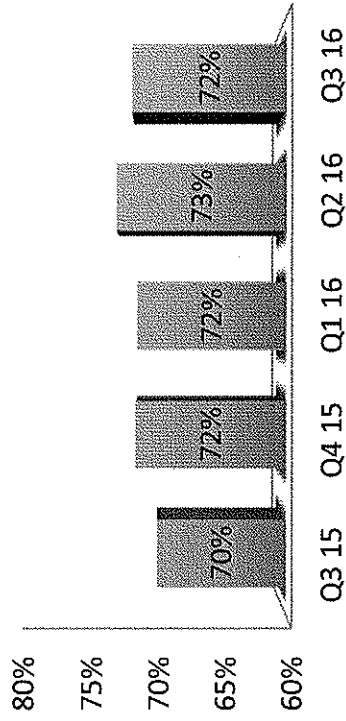


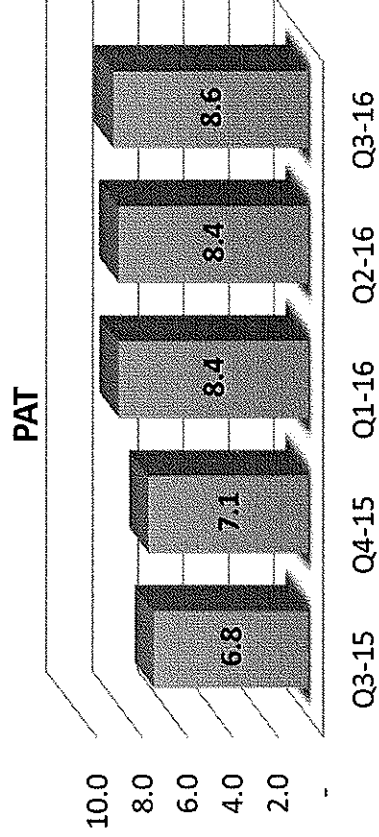
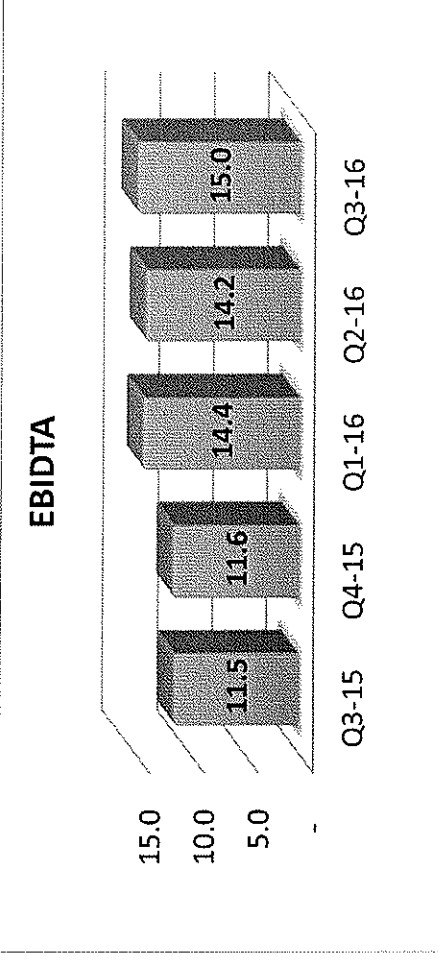
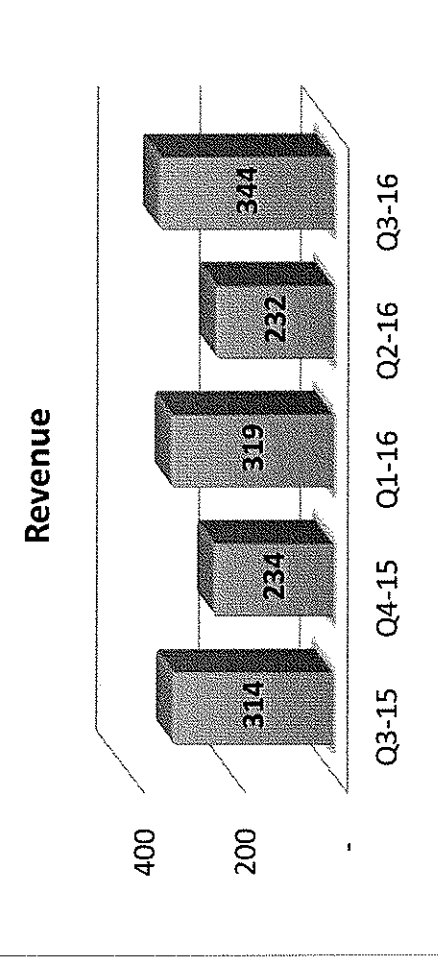


Note:-
1. Digital components includes revenue from BI, E-commerce, Mobility, Cloud, Rezopia



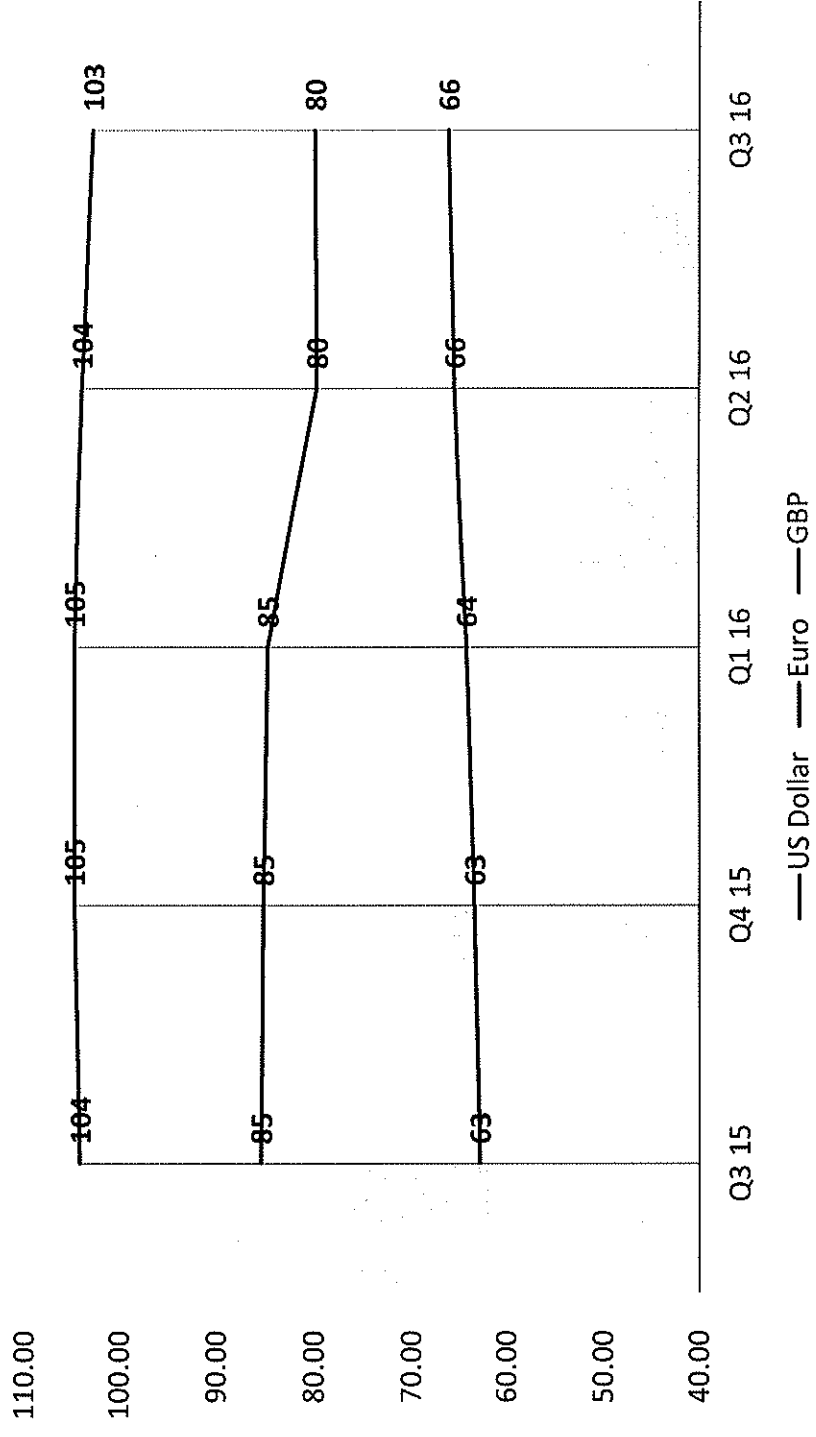
Revenue from Top 10 customers



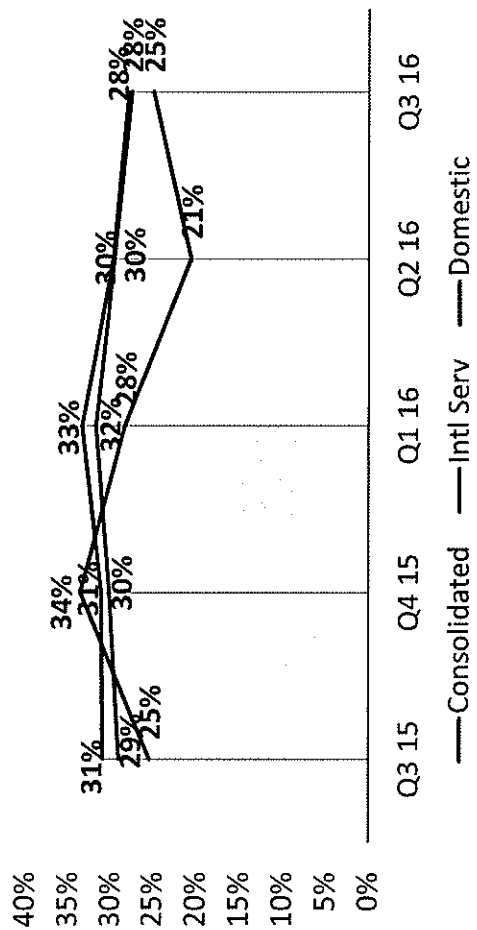


	QoQ	YoY
Revenue	48%	9%
EBIDTA	5%	30%
PAT	3%	26%

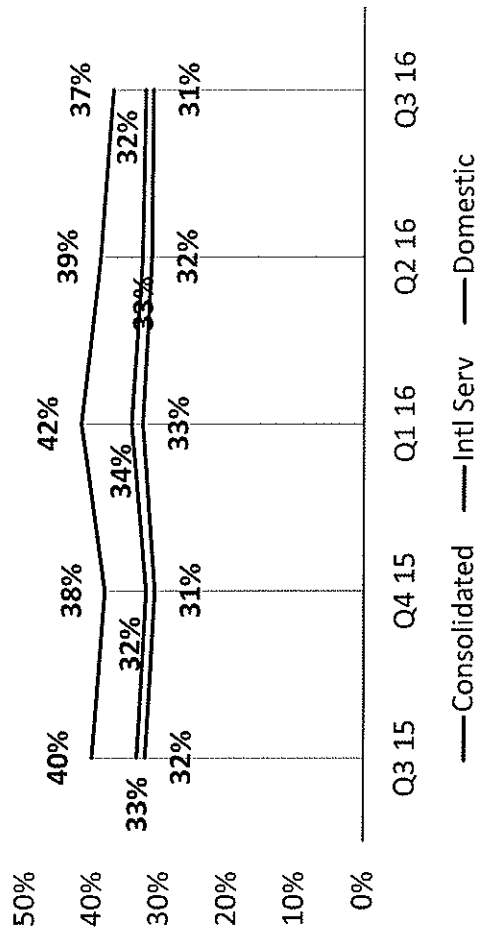
Note : Q1 FY 14-15 & Q1 FY 15-16 EBIDTA and PAT includes exceptional income of Interest on IT Refund



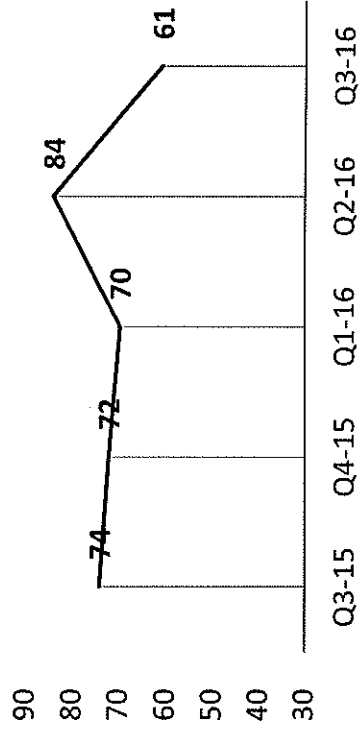
ROCE



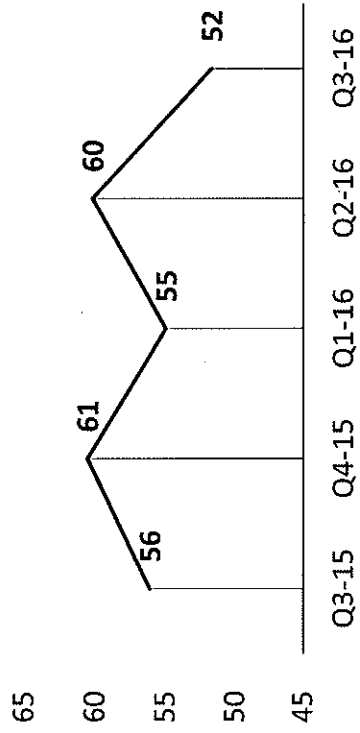
RONW



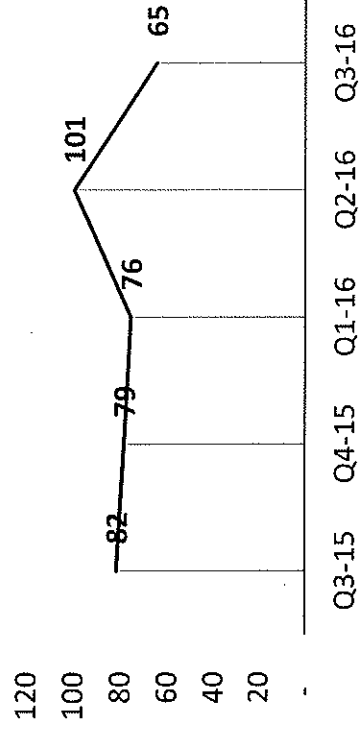
Consolidated

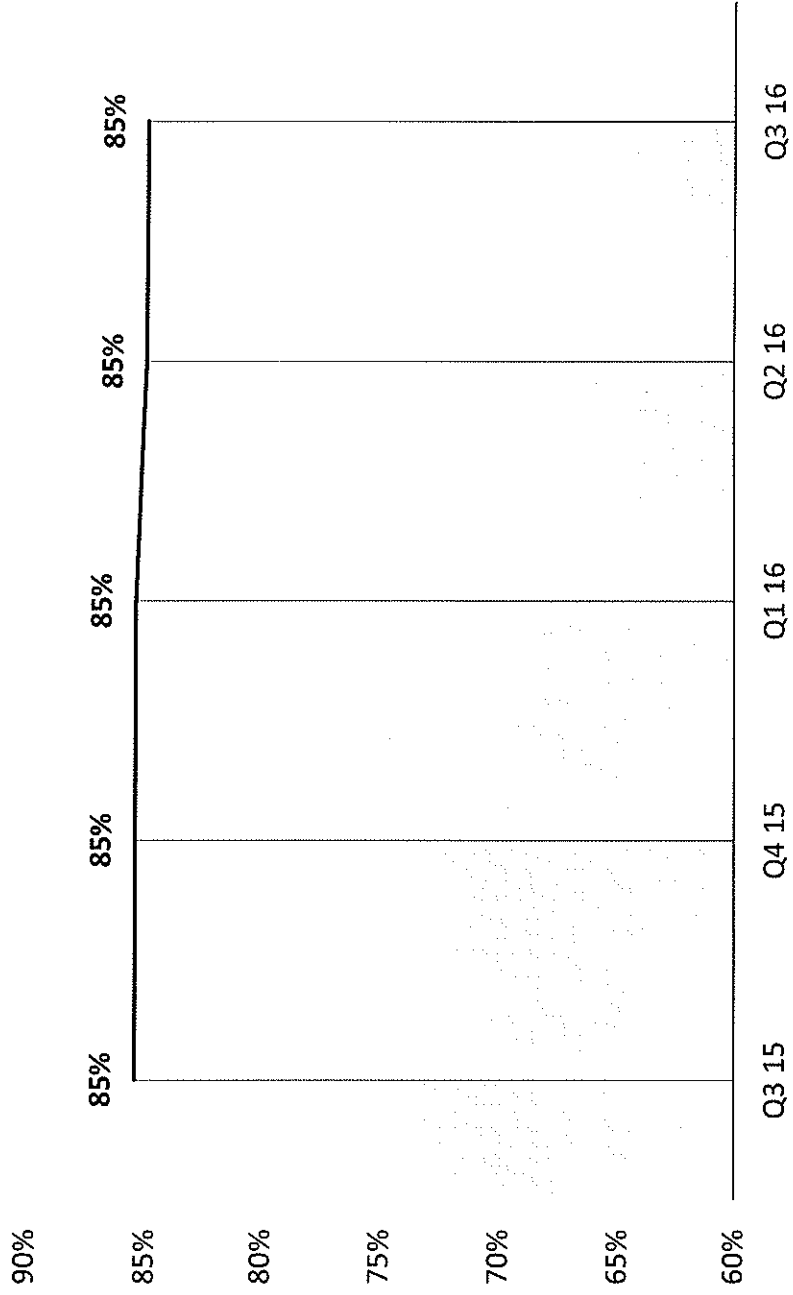


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