



SONATA SOFTWARE LIMITED



CMMI DEV/5
PKP 2017-04-167 Approval # 222067

May 23, 2016

National Stock Exchange of India Limited
Listing Department
Exchange Plaza, 5th Floor
Bandra Kurla Complex
Bandra (E) Mumbai – 400 051
Stock Code - SONATSOFTW

BSE Limited
Listing Department
P.J. Towers, Dalal Street
Mumbai 400 001
Stock Code - 532221

Dear Sir/Madam,

SUB: Investors' Presentation

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing Investors' Presentation for the quarter and year ended March 31, 2016.

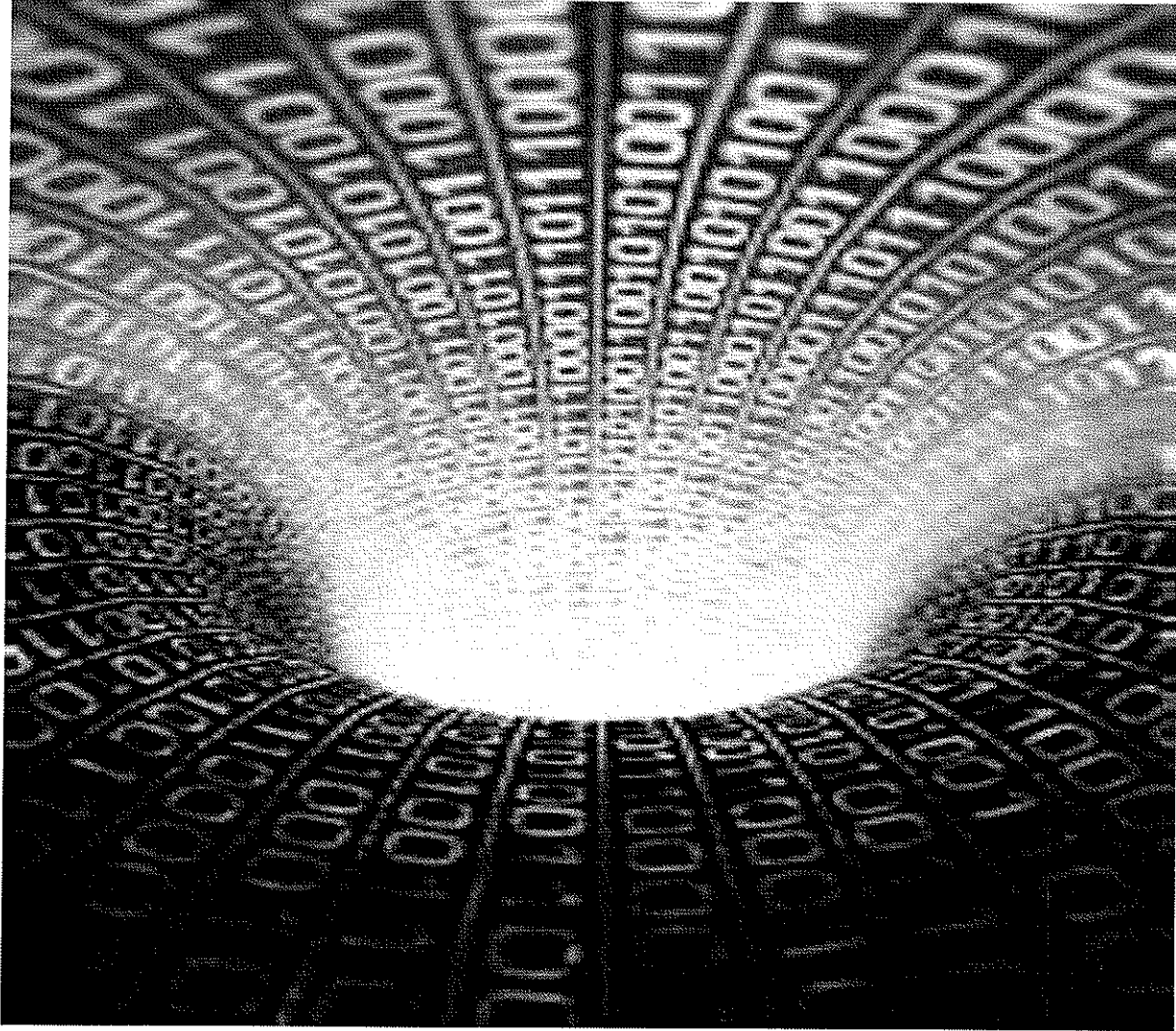
The details of above said are also made available at the Company's website www.sonata-software.com.

Kindly take the same on record.

Thanking you,

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

PRIYA MANOJ JASWANI
COMPANY SECRETARY

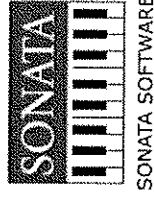


GO DEEPER

Transform business with IT

Investor Presentation
Q4 FY 16

Product Engineering
Enterprise IT Services
Technology Infrastructure

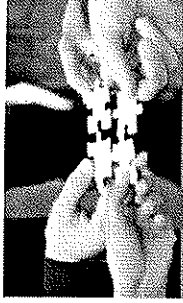


DEPTH MAKES A DIFFERENCE

Sonata Vision

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



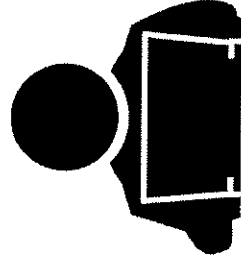
For the Community

CSR initiatives to support IT needs of
projects with Social impact

Sonata Software – Corporate Structure

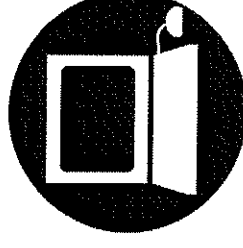
Sonata Software Limited			
Reporting Segment	Legal Entities	Geography	Nature of Business
International IT Services	Sonata Software Ltd	India	<ul style="list-style-type: none"> Digital IT solutions & services Product Engineering Services
	Sonata Europe Ltd	UK	<ul style="list-style-type: none"> Software 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

Operating Business Lines



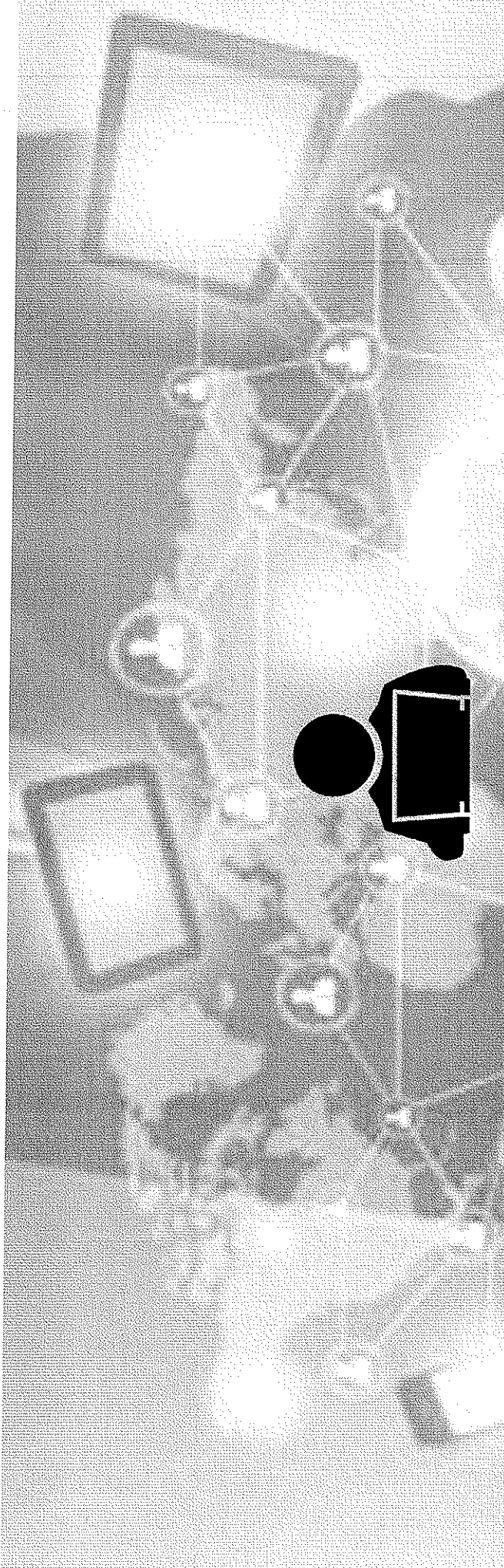
International Services

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

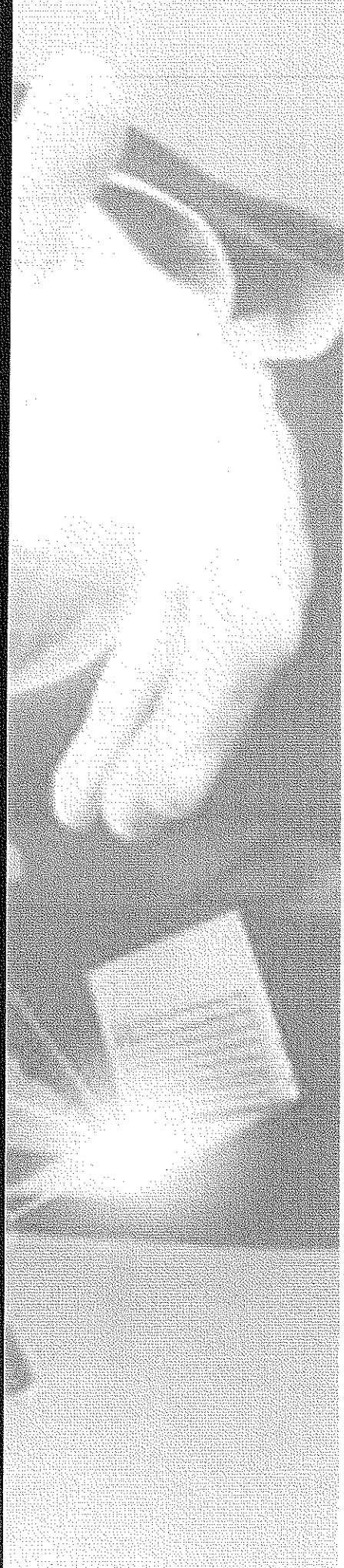


Technology Infrastructure

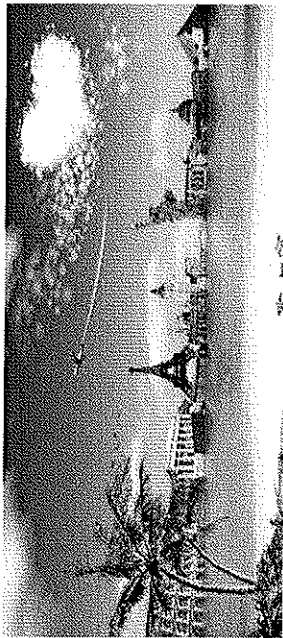
- IT Infrastructure Consulting, Licensing & Deployment
- Primary India footprint
- 65% of Co Revenues
- 21% of Co PAT



International IT Services



Industry Footprint



Travel

hybris software
AN SAP COMPANY
Most Innovative Partner
2012

rezopia
FROM
SONATA SOFTWARE

TO | OTA | Corporate | Air | Rail

Strategic Customers

- World leading Tour Operator
- Top NA Corporate Travel Co



Retail & Distribution



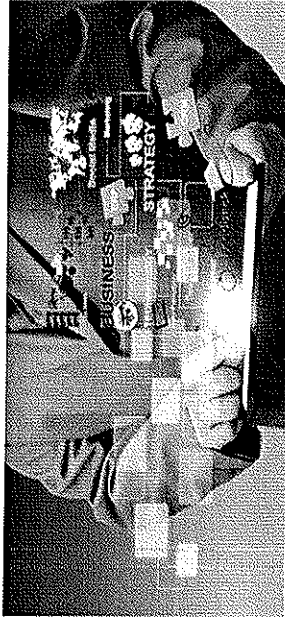
Microsoft
Dynamics

hybris software
AN SAP COMPANY
Most Innovative Partner
2012

Hyper | Grocer | Apparel | CPG | Industrial

Strategic Customers

- World leading Retailer
- Global F&B CPG Leader



ISV



ERP | SCM | Travel | Retail

Strategic Customers

- Global Software Leader
- Top SMB ERP Co

Business Solutions Footprint

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

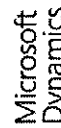
*Remote Infrastructure
Management
Top European Retailer*



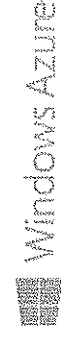
Microsoft



hybris software
AN SAP COMPANY



appcelerator



Oracle

ORACLE

Engineering Solutions Footprint

PRODUCT INNOVATION

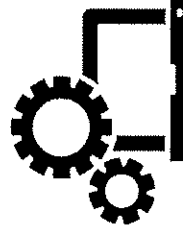
- Cloud engineering
- Mobile engineering
- Analytics integration



*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
- Sustainance Engineering
- Product support



*Premium managed product
support
Leading cloud platform*

Transformational Partner to Customers

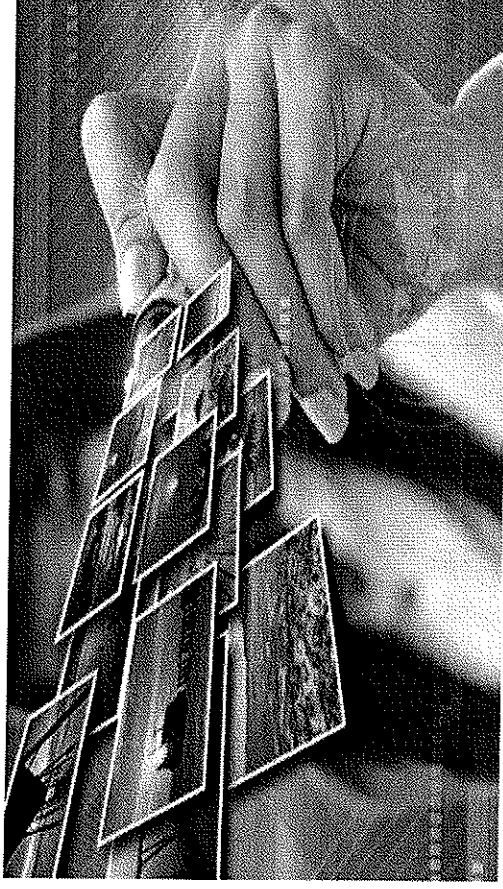
Enabling a World Leader in Travel Retail stay ahead of the digital business shift

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*

Transformational Partner to Customers

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

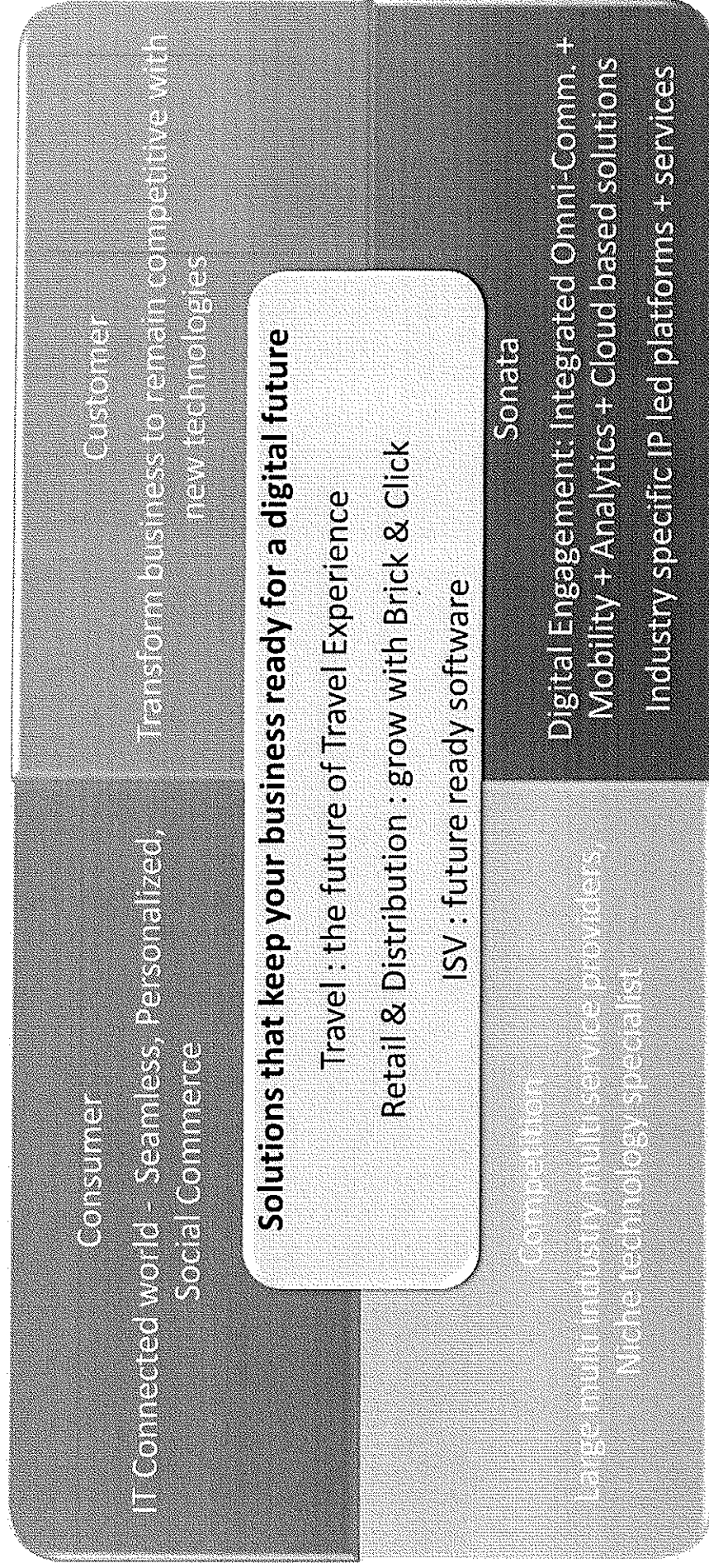
- Engineering and integration services to partner eco-system globally
- Managed support with SLA adherence improved by over 30% to > 90%
- Go-to-Market partner with marquee Fortune 500 clients wins and project implementations



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*

Way Forward : Platforms + Services for digital business



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

The Future – Industry specific Platform solutions

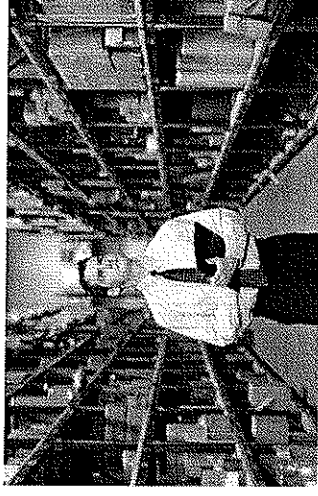
Next Gen Travel Experience



Omni Channel Retailer



Digital Distribution



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

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

Modern Distribution Platform

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

Strategic acquisitions & builds to enable 'the Future'



rezopia
FROM
SONATA SOFTWARE
TRAVEL SAAS

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



Unified Enterprise
Mobility Platform
halosys

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



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

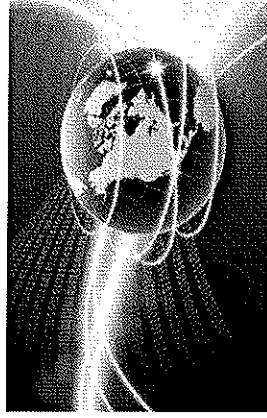
Advanced Supply chain Software for Distributors, Manufacturers & Retailers



Big Data ready Retail Analytics Platform

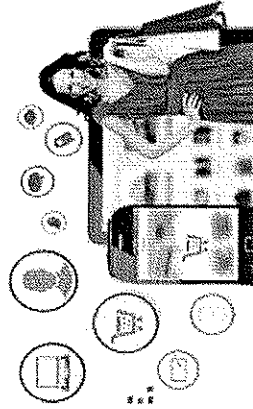
Continuing to build, integrate and acquire platforms across Ecommerce, Analytics & DevOps to complete portfolio for 'Future Ready' IP led solutions.

Increasing impact on customer's digital solution needs



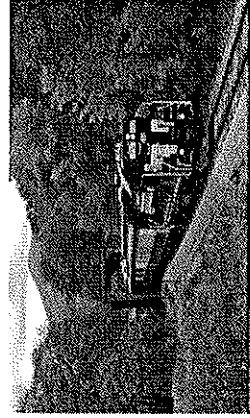
Top SMB ERP Company

Cloud & Mobile engineering ERP for SaaS enablement



World Leading Retailer

Engineering Omni Channel retail systems on a new technology stack

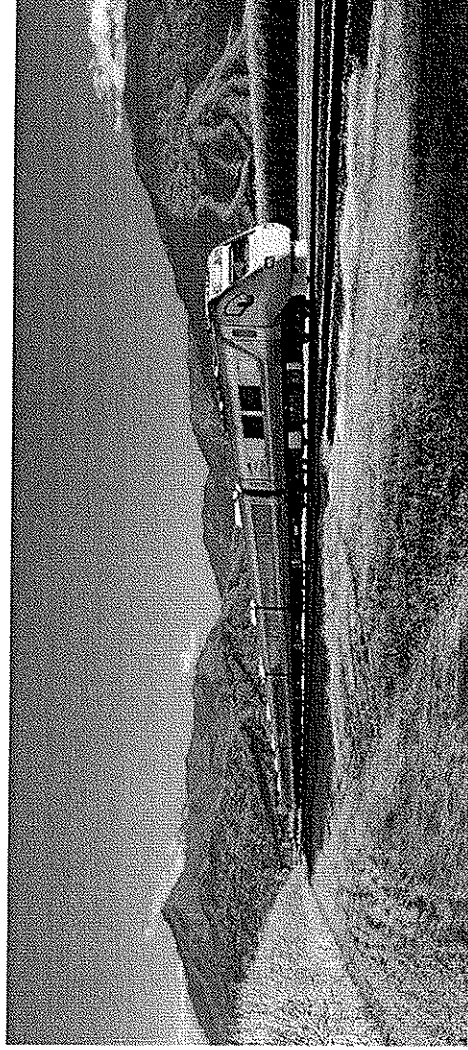


Top ANZ Rail Company

Enabling next-gen Rail reservation & ancillary services

Digital Travel Platform in Action

Drives customer service and ancillary revenue of a leading ANZ Rail Operator



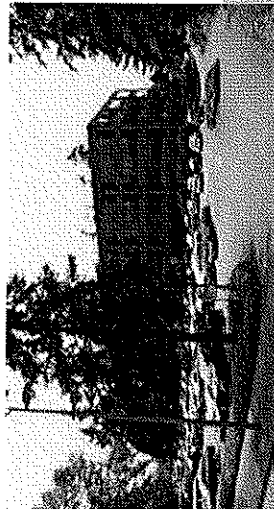
Business Need: Upgrade reservations systems across core Rail and ancillary package sales

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

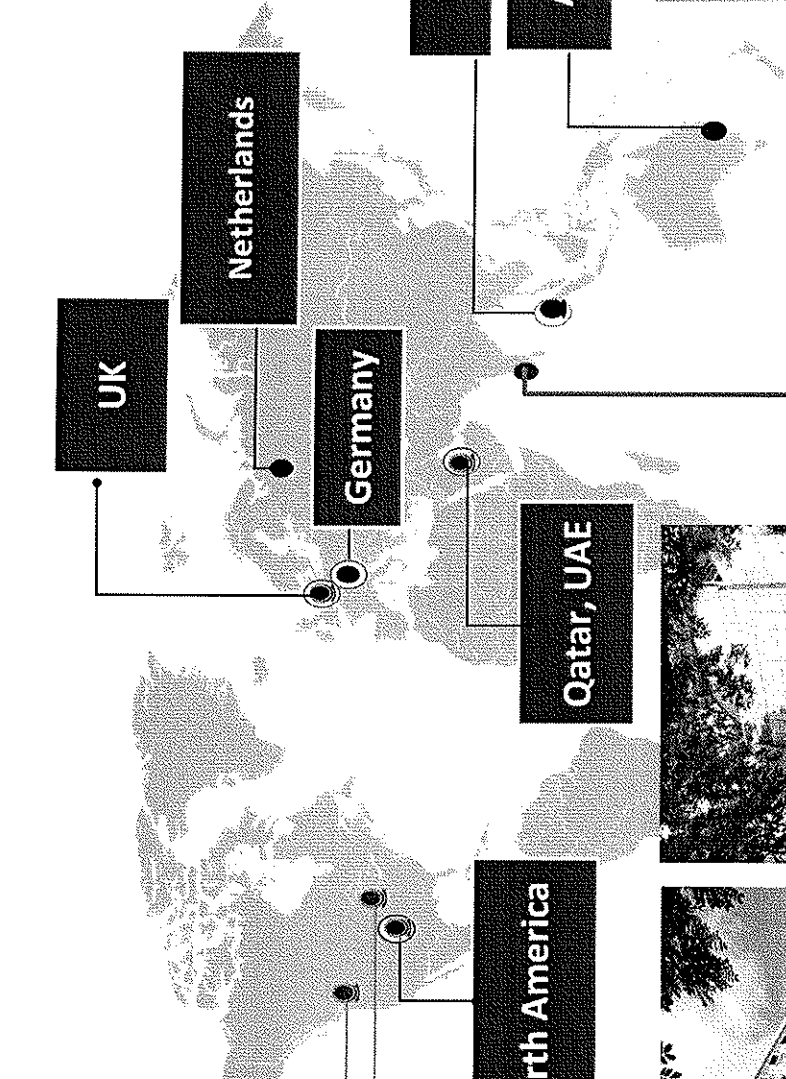
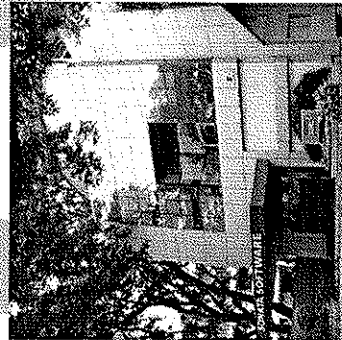
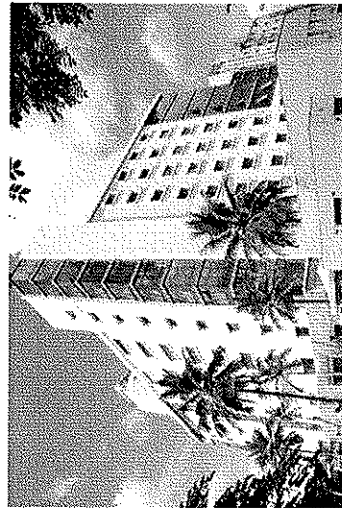
Business Benefits: Cost effective, quick transition from legacy systems & continuous feature upgrades with releases

Global Service & Delivery Footprint



US
Development Centers –
Redmond & Atlanta

North America



UK

Netherlands

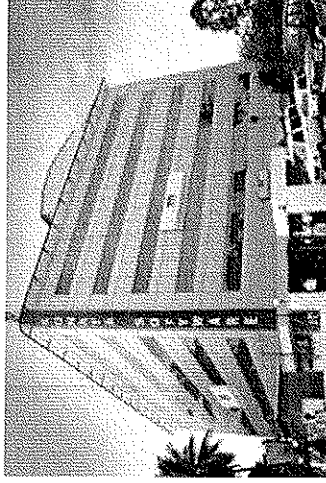
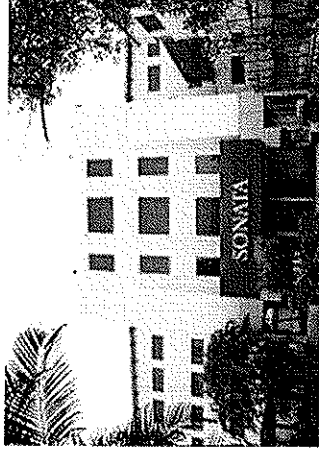
Germany

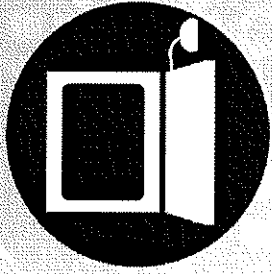
Qatar, UAE

Singapore

Australia

India
Bangalore, Hyderabad





Technology Infrastructure

TIS : Strategic fit to overall Sonata business

- 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

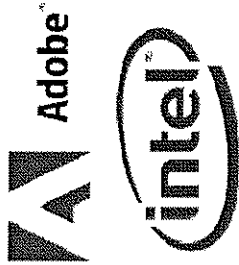
Wide portfolio of technology solutions
with leading and emerging partners

PORTFOLIO OF WORLD-CLASS ALLIANCES

Microsoft



ORACLE



vmware



INFORMATICA



paloalto
 NETWORKS



**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

Keeping business prepared to compete...

with up to date technology infrastructure

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

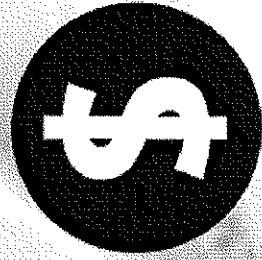
- Communication & Collaboration
- Work Tools & Applications
- Onboarding & Support

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

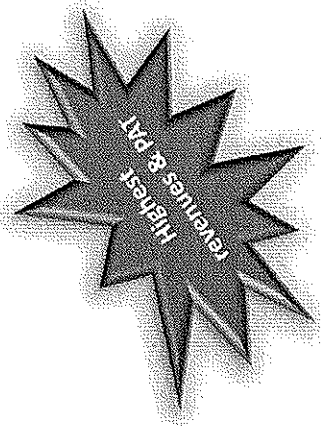
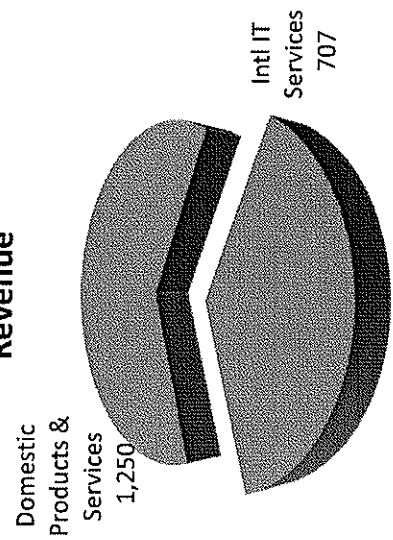


Financials

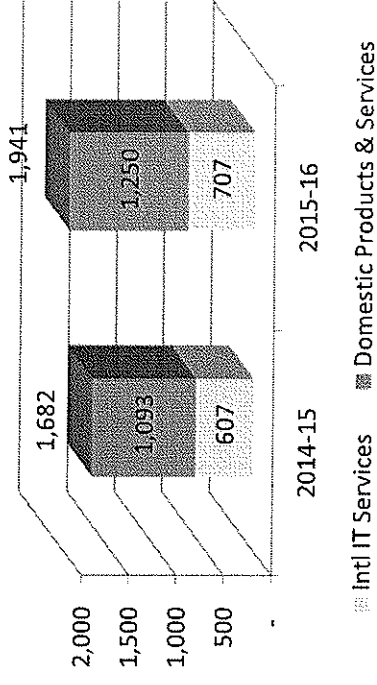
Consolidated Revenue & PAT – FY 16

INR Crores

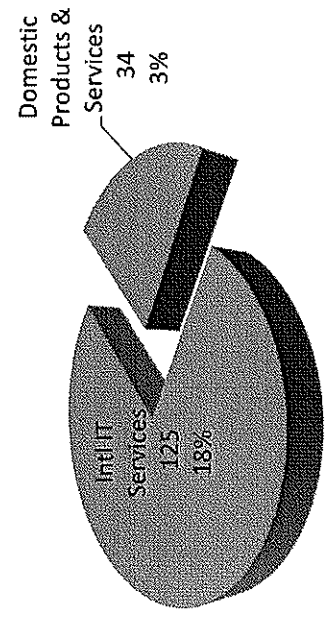
Revenue



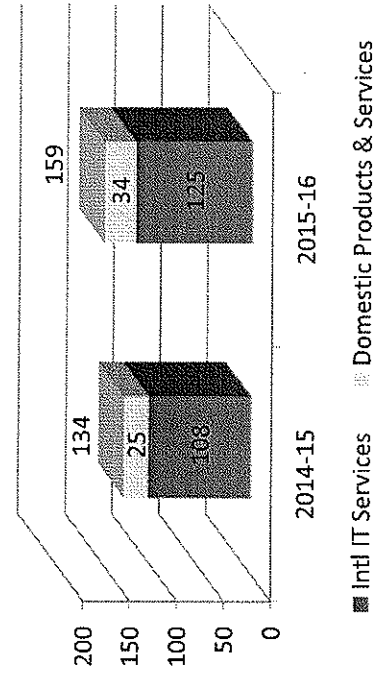
Revenue



PAT



PAT

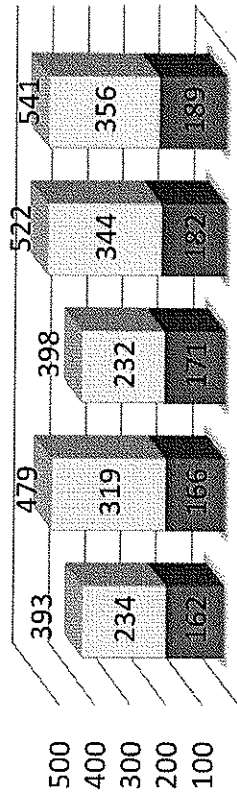


Growth			
	Cons	Intl Ser	Dom
Rev	15%	17%	14%
PAT	19%	15%	34%

Consolidated - by Quarter

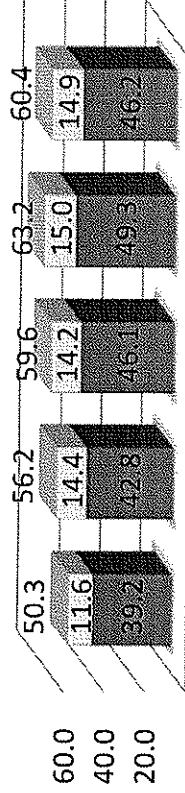
INR Crores

Revenue



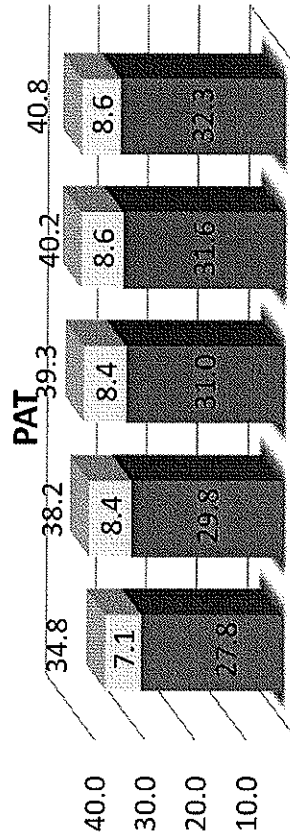
Q4-15 Q1-16 Q2-16 Q3-16 Q4-16
 ■ International Service ■ Domestic Products & Service

EBIDTA



Q4-15 Q1-16 Q2-16 Q3-16 Q4-16
 ■ International Service ■ Domestic Products & Service

PAT

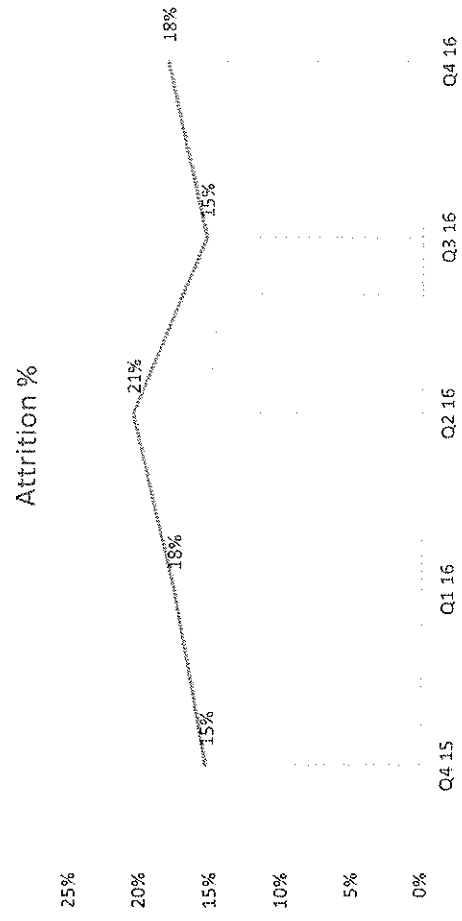
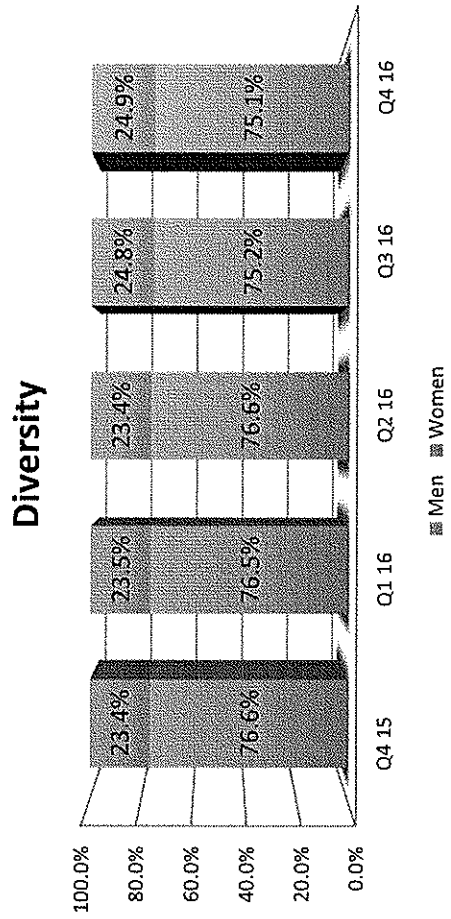
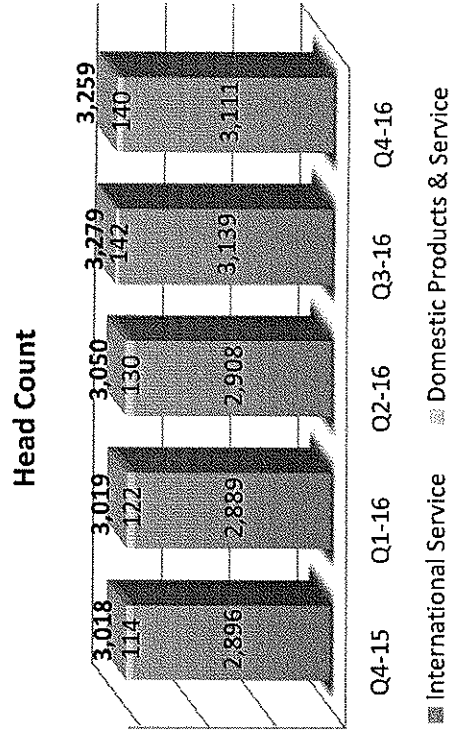


Q4-15 Q1-16 Q2-16 Q3-16 Q4-16
 ■ International Service ■ Domestic Products & Service

	QoQ	YoY
Revenue	4%	38%
EBIDTA	-4%	20%
PAT	1%	17%

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

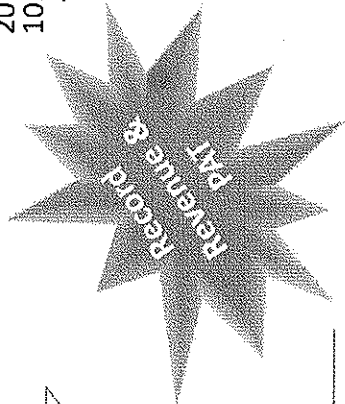
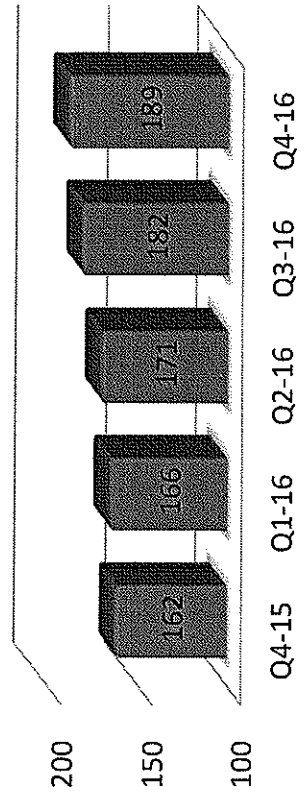
Headcount



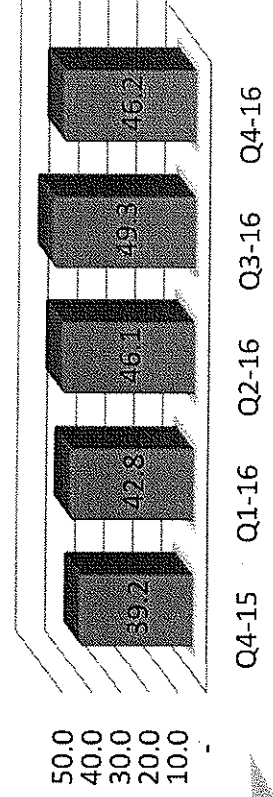
International IT services – by Quarter

INR Crores

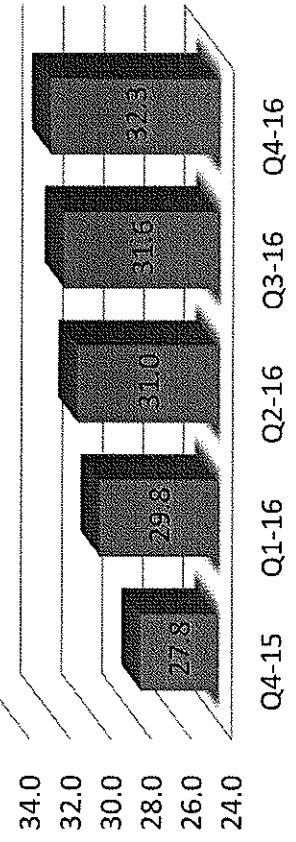
Revenue



EBIDTA



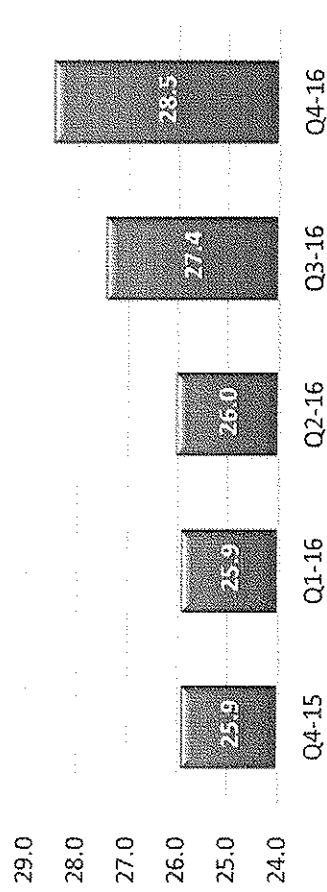
PAT



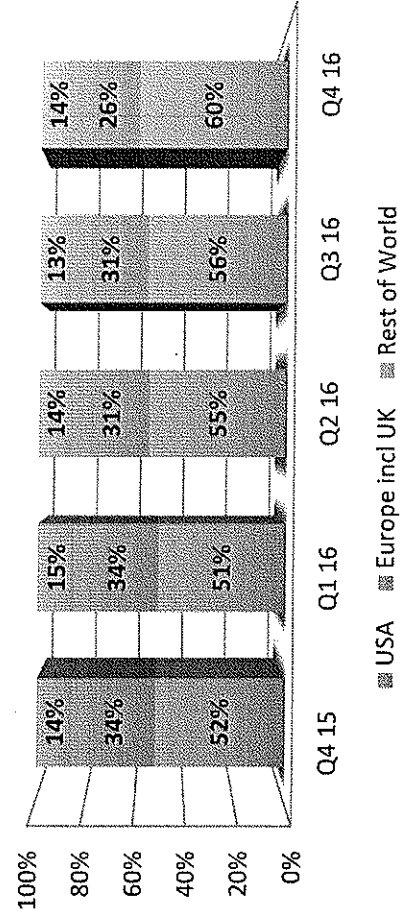
	QoQ	YoY
Revenue	4%	17%
EBIDTA	-6%	18%
PAT	2%	16%

Revenue Mix

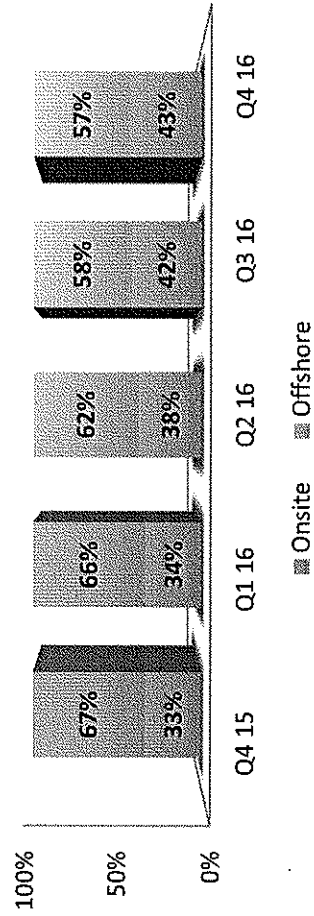
Revenue \$ mn



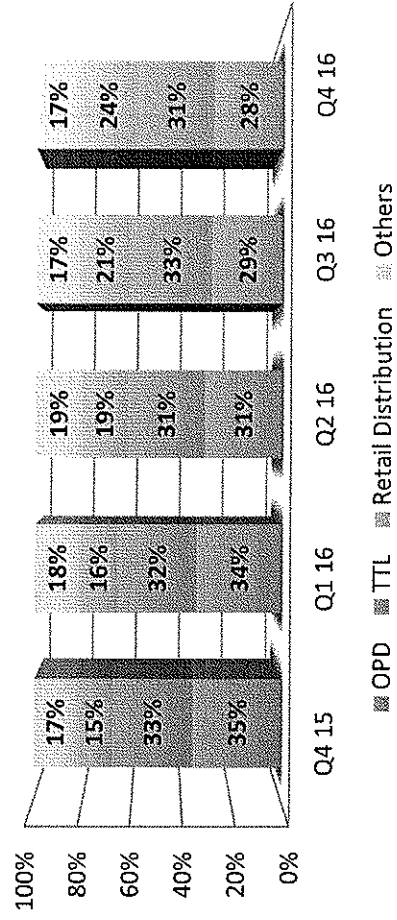
Geography



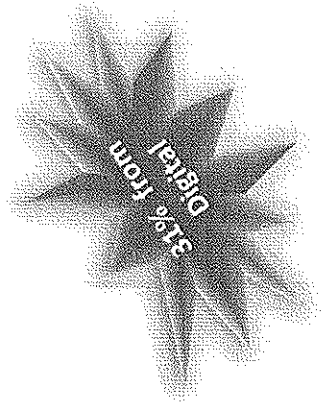
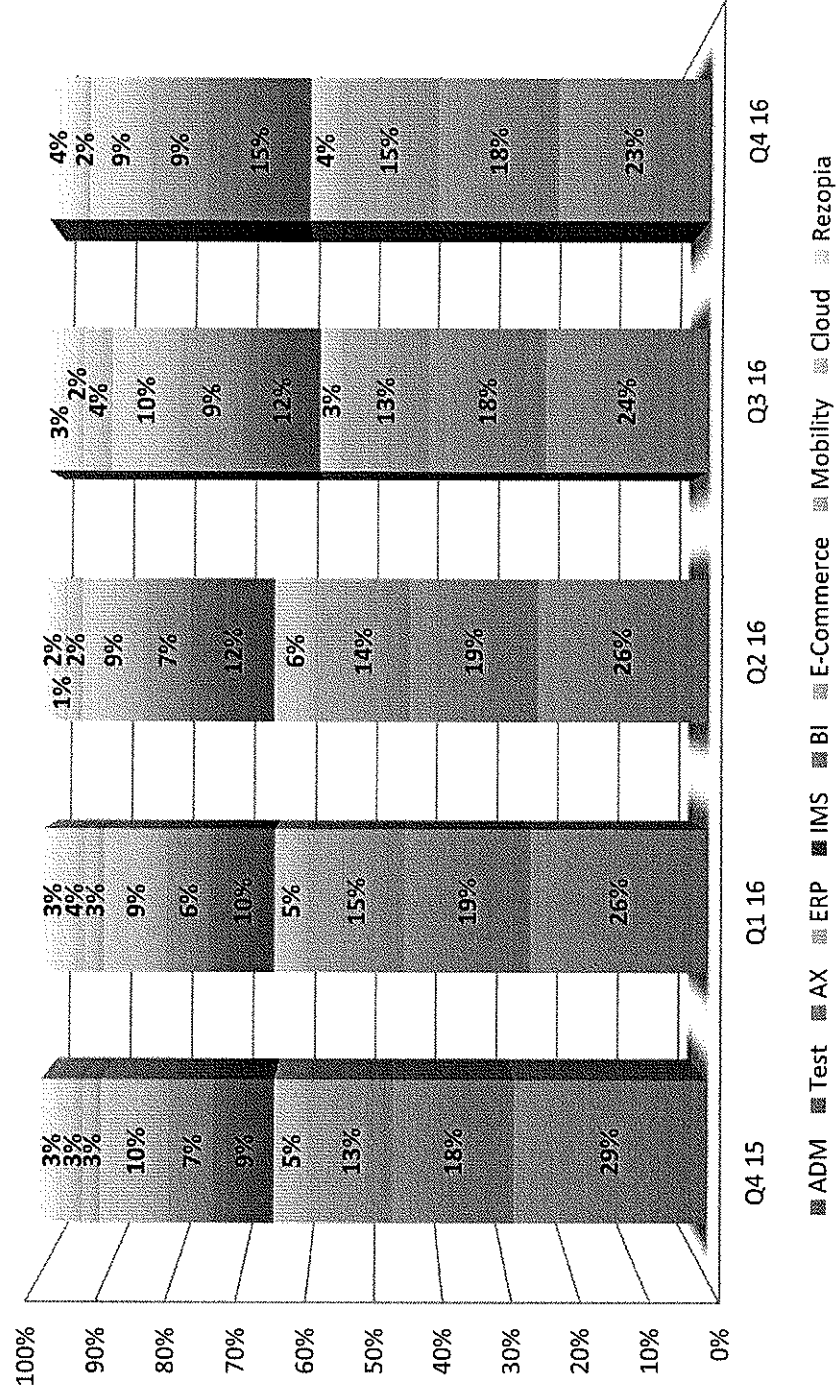
Onsite / Offshore



Vertical



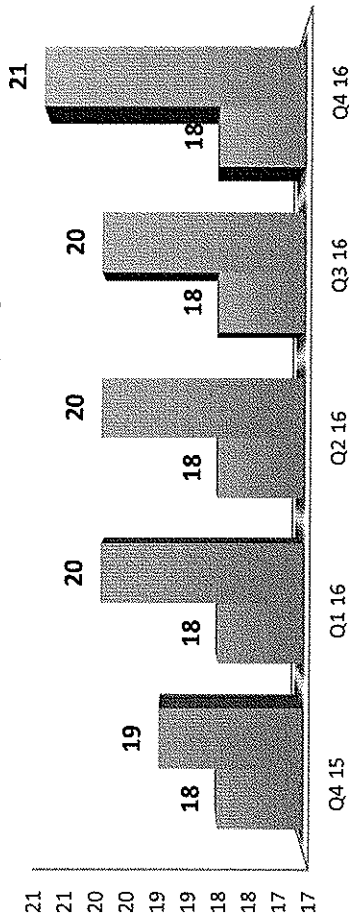
Revenues by Competency



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

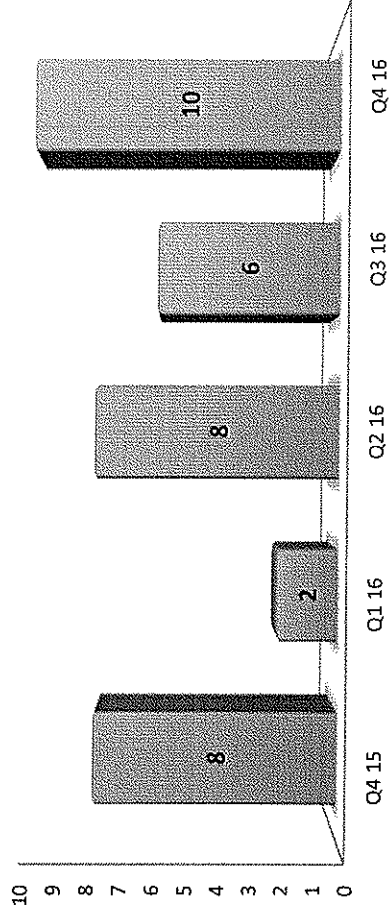
Revenue by Customers

Customer Category

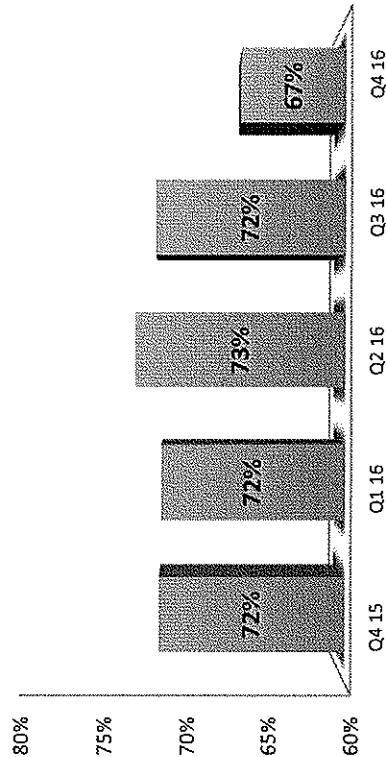


■ # of Fortune 500 accounts ■ # of million dollar clients

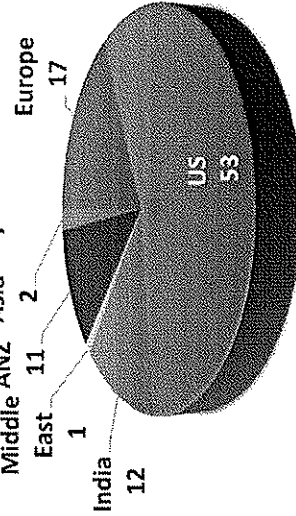
New Customers



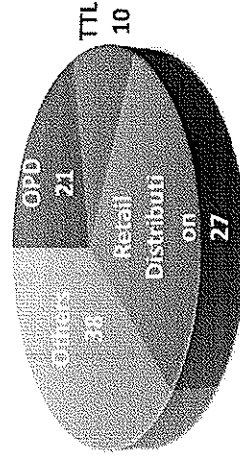
Revenue from Top 10 customers



Middle ANZ Asia By Geo



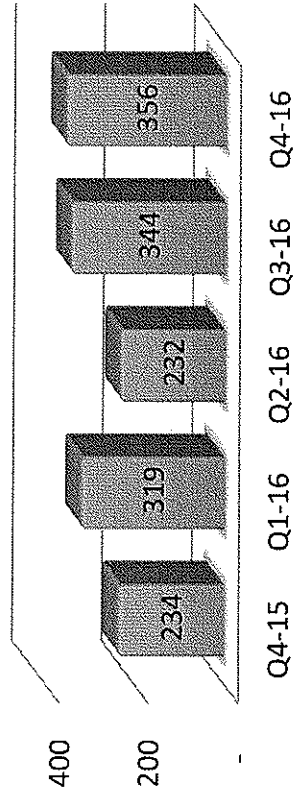
By Vertical



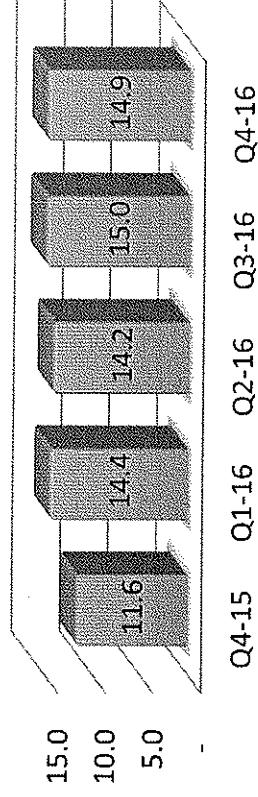
Domestic Product & Services – by Quarter

INR Crores

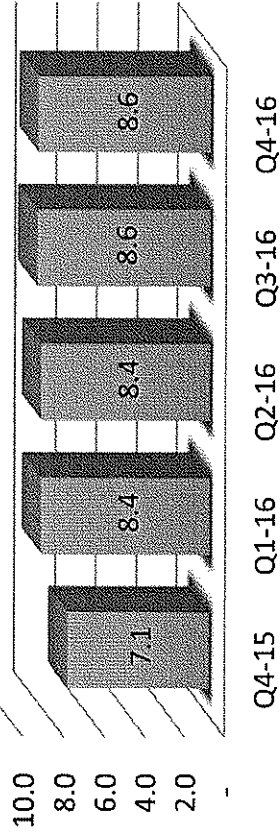
Revenue



EBIDTA



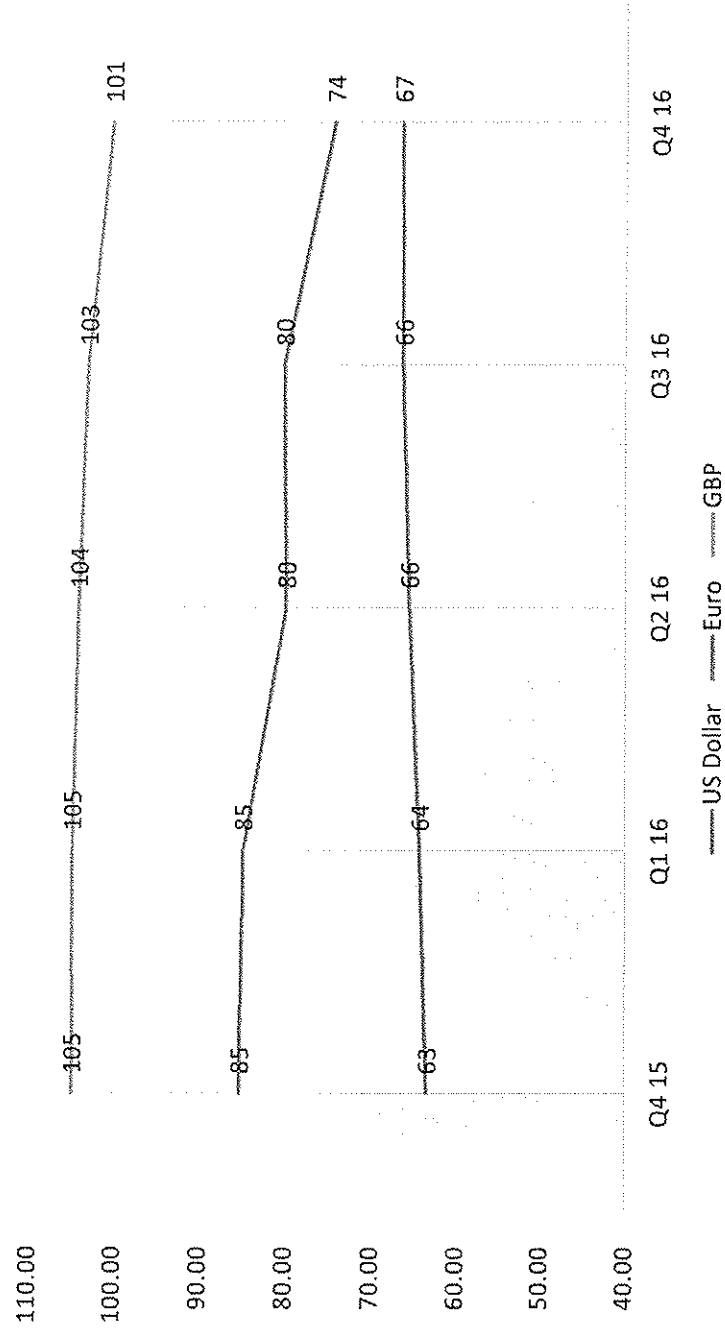
PAT



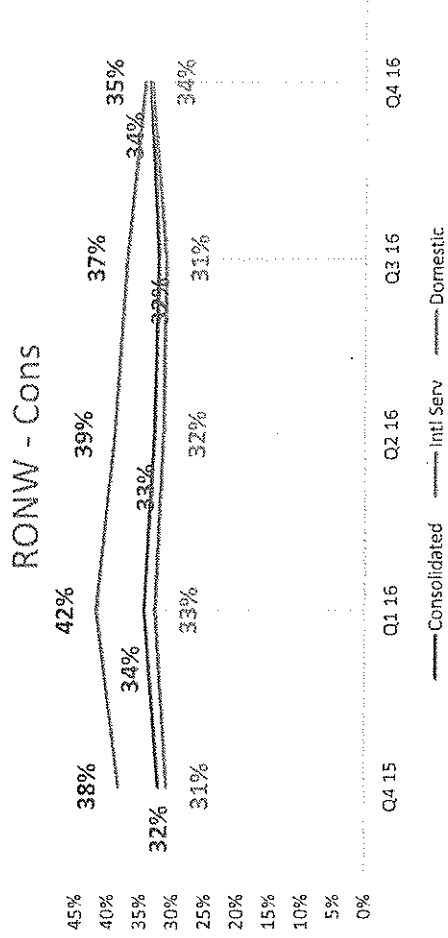
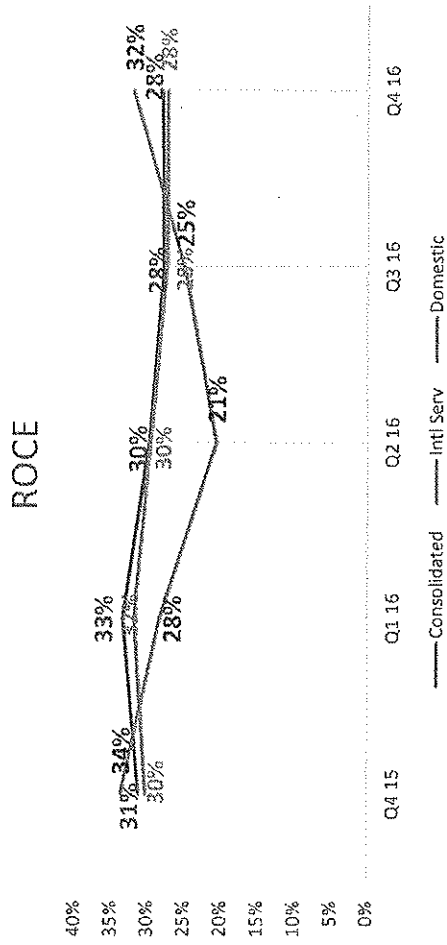
	QoQ	YoY
Revenue	3%	52%
EBIDTA	0%	28%
PAT	-1%	21%

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

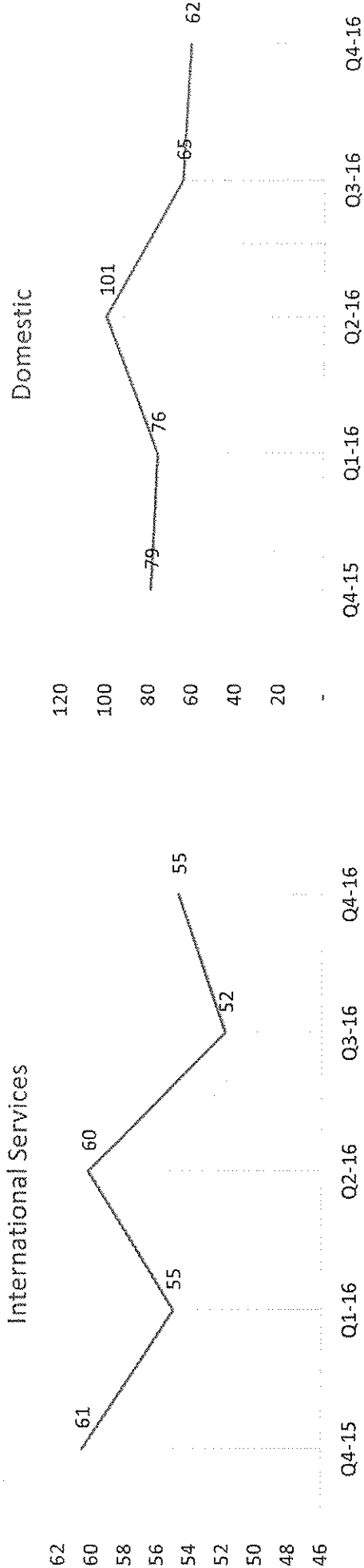
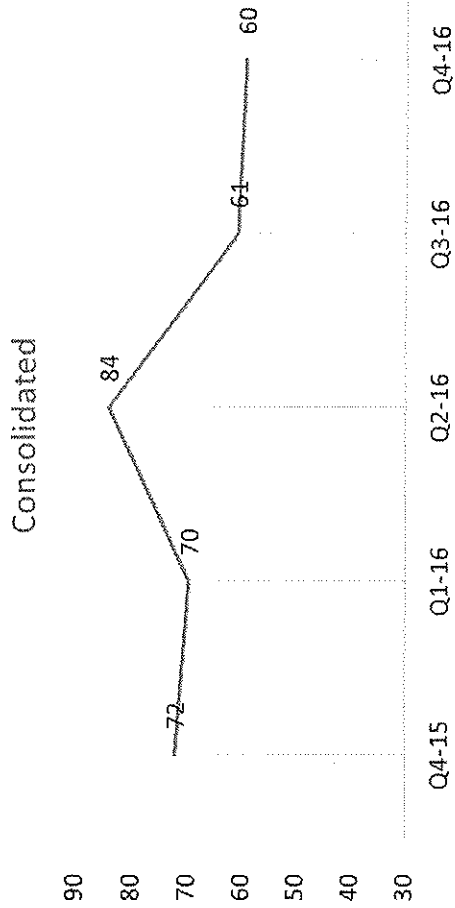
Rupee Realization



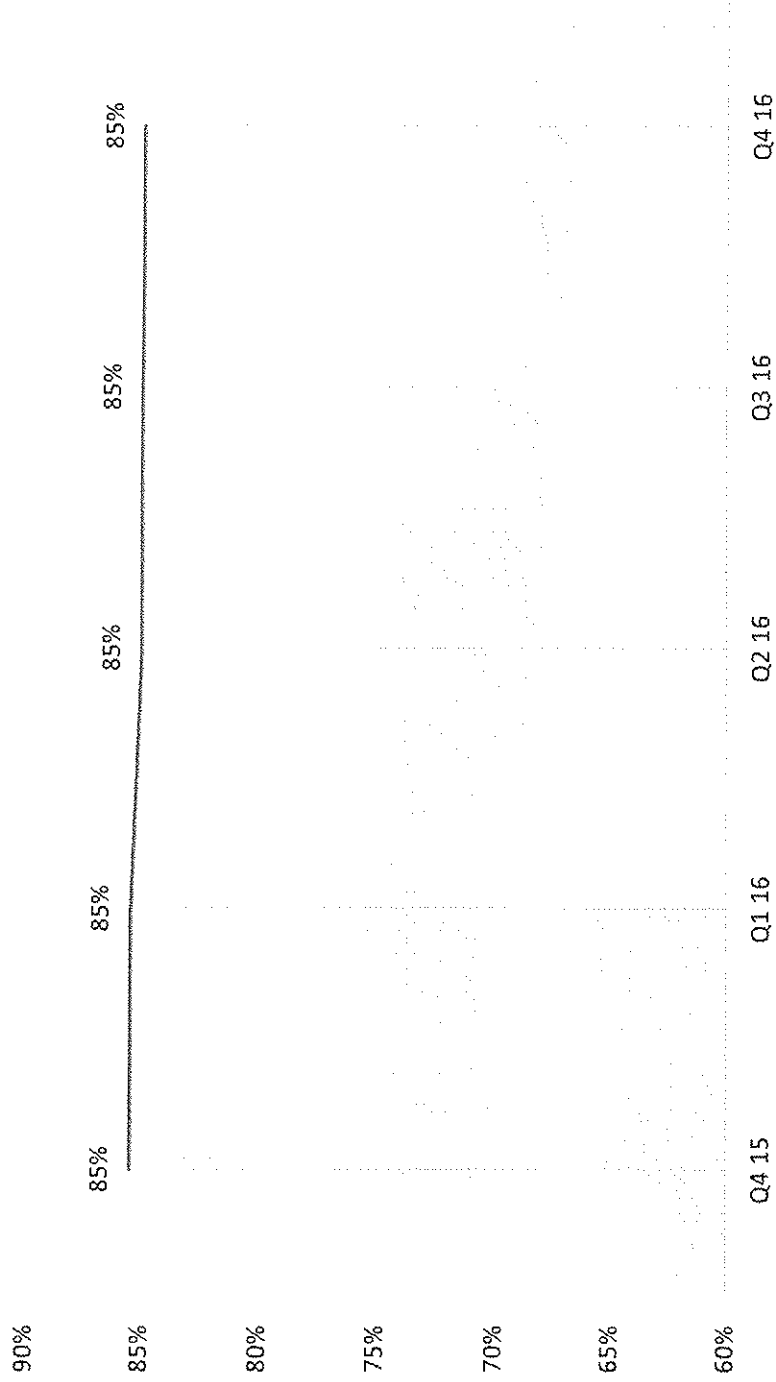
ROCE & RONW



Day Sales Outstanding

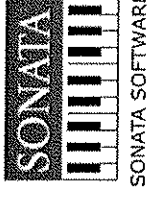


Utilization



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Thank You!



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