



SONATA SOFTWARE LIMITED



CMMI DEV/5[★]



29th May, 2017

National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex,
Mumbai
Kind Attn: Manager, Listing Department
Email Id: neaps@nse.co.in
Stock Code: SONATSFTW

BSE Limited
P.J. Towers, Dalal Street
Mumbai
Kind Attn: Manager, Listing Department
Email Id: listingcentre@bseindia.com
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 year ended 31st March, 2017.

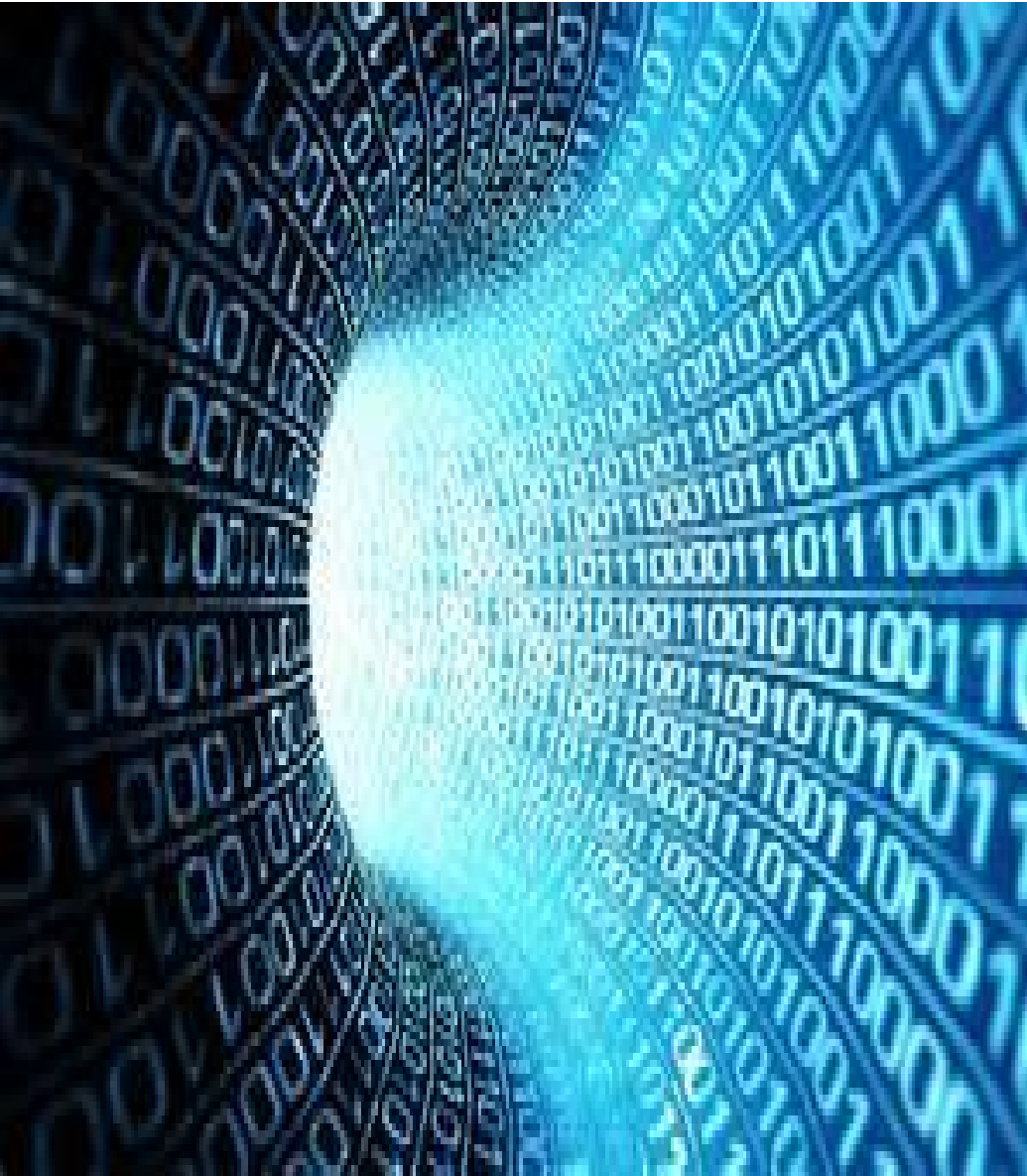
The aforesaid details are also made available at the Company's website www.sonata-software.com.

Kindly take the same on record.

Thanking you,

For Sonata Software Limited

Kundan K. Lal
Company Secretary and Head of Legal



GO DEEPER

Transform business with IT

Investor Presentation

Q4 FY 17

Product Engineering
Enterprise IT Services
Technology Infrastructure



DEPTH MAKES A DIFFERENCE

Disclaimer

This presentation may include statements which may constitute forward-looking statements. All statements that address expectations or projections about the future, including, but not limited to, statements about the strategy for growth, business development, market position, expenditures, and financial results, are forward looking statements. Forward looking statements are based on certain assumptions and expectations of future events and involves known and unknown risks, uncertainties and other factors. Sonata Software Limited (The "Company") cannot guarantee that these assumptions and expectations are accurate or exhaustive or will be realized. The actual results, performance or achievements, could thus differ materially from those projected in any such forward-looking statements. No obligation is assumed by the Company to update the forward-looking statements contained herein.

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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 	<ul style="list-style-type: none"> IT Consulting & Outsourcing Managed IT 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 	<ul style="list-style-type: none"> IT Program Management
	Sonata Software North America	USA	<ul style="list-style-type: none"> Onsite IT Services Account Management 	<ul style="list-style-type: none"> IT Program Management Sales & Marketing
	Sonata Software Qatar	Qatar	<ul style="list-style-type: none"> Onsite IT Services Account Management 	<ul style="list-style-type: none"> IT Program Management Sales & Marketing
	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	<ul style="list-style-type: none"> Distribution of packaged, Saas & PaaS based software products Domestic IT Services 	<ul style="list-style-type: none"> Onsite IT Services Account Management IT Program Management



International Services

- Product Engineering & Enterprise IT solutions
- International footprint
- 29% of Co Revenues
- 79% of Co PAT



Technology Infrastructure

- IT Infrastructure Consulting, Licensing & Deployment
- Primary India footprint
- 71% of Co Revenues
- 21% of Co PAT



International IT Services

Industry Footprint



Travel



TO | OTA | Corporate | Air | Rail

Strategic Customers

- World leading Tour Operator
- Top NA Corporate Travel Co



Retail & Distribution



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*



Engineering Solutions Footprint

PRODUCT INNOVATION

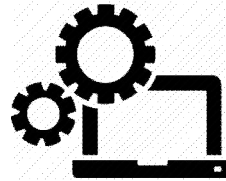
- Cloud engineering
- Mobile engineering
- Analytics integration



*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
- Sustenance 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



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 & 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



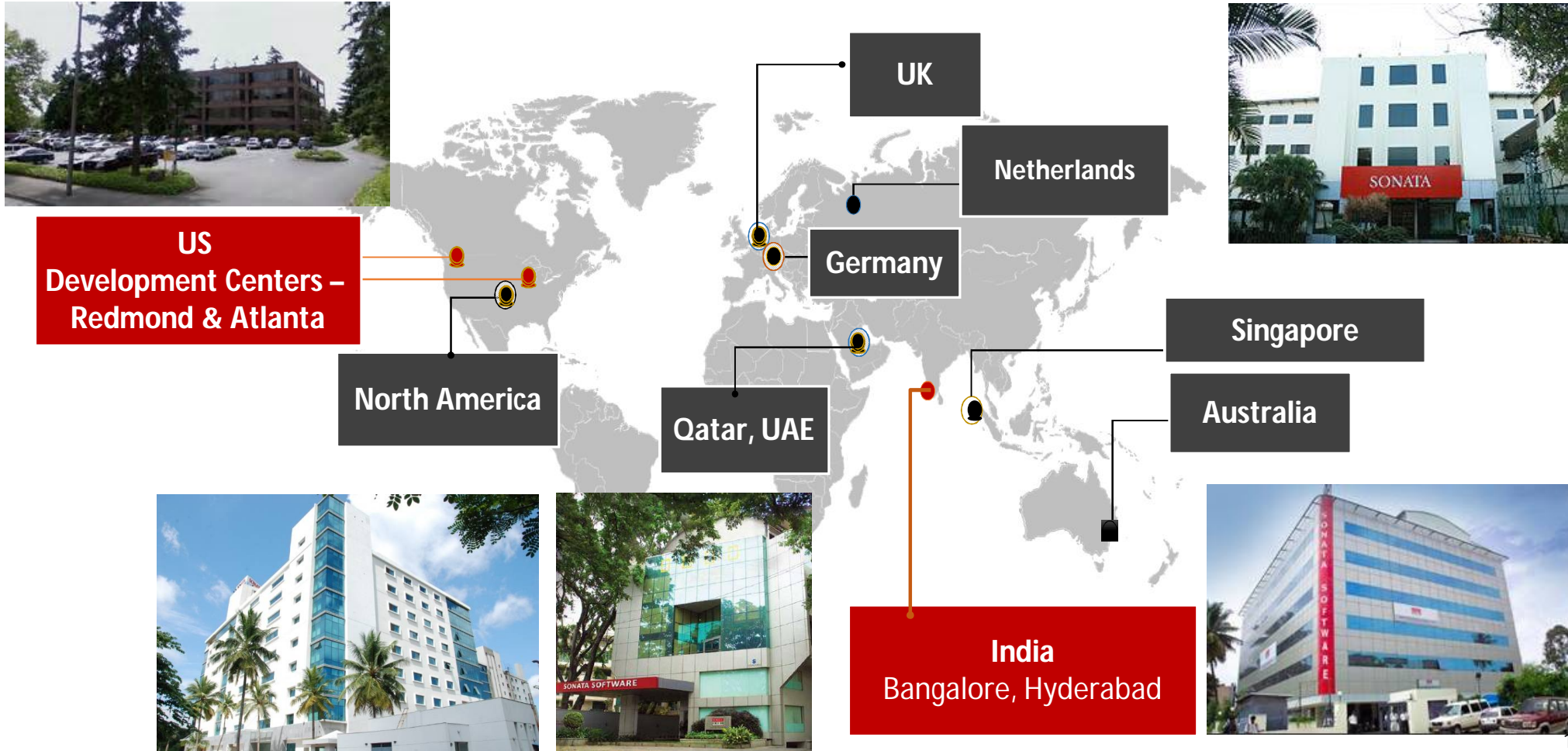
Business Need: Upgrade reservations systems across core Rail and ancillary package sales

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





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
- 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

SAP

ORACLE

hp

IBM

Adobe

Symantec

redhat

vmware

intel

INFORMATICA

paloalto
NETWORKS

a
appcelerator

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

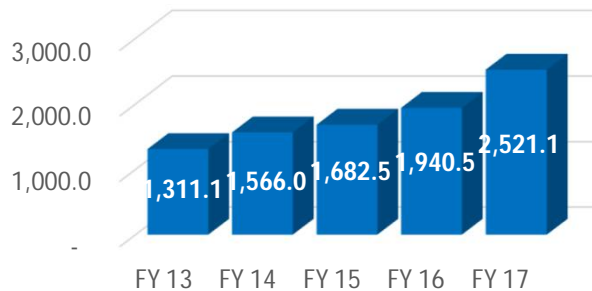
Result Snapshot – Q4 FY 17 & FY 17

Description	For the Quarter ended					For the Year ended		
	31/Mar/17	31/Dec/16	QoQ	31/Mar/16	YoY	31/Mar/17	31/Mar/16	YoY
Revenues								
International IT Services	204.0	206.5	-1%	189.0	8%	815.4	706.8	15%
Domestic- Products & Services	511.8	415.7	23%	355.6	44%	1,734.1	1,250.1	39%
Consolidated	708.3	612.6	16%	540.9	31%	2,521.1	1,940.5	30%
EBITDA								
International IT Services	47.6	48.0	-1%	46.2	3%	185.0	184.3	0%
Domestic- Products & Services	14.0	14.9	-6%	14.9	-6%	58.3 *	58.4 *	0%
Consolidated	60.7	62.2	-2%	60.4	1%	240.3 *	239.4 *	0%
PAT								
International IT Services	32.0	30.5	5%	32.3	-1%	120.1	124.7	-4%
Domestic- Products & Services	8.4	8.2	3%	8.6	-2%	33.6	33.9	-1%
Consolidated	40.4	38.7	5%	40.8	-1%	153.7	158.6	-3%

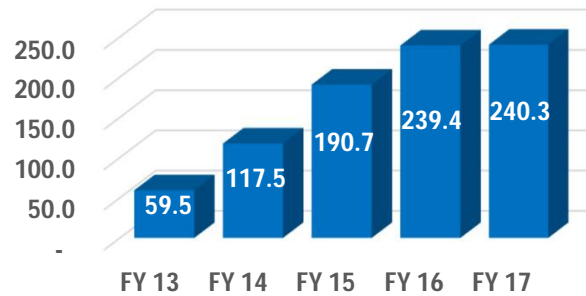
* Includes "exceptional Item" Interest income received of Rs. 7.7 crores during FY2016-17 as against Rs.3.7 crores in FY 2015-16 on Income-Tax refunds.

Consolidated - Financials

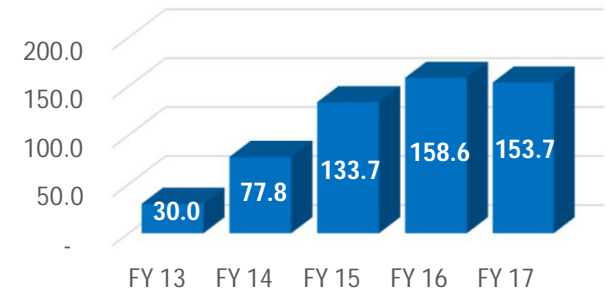
Revenue - by Year



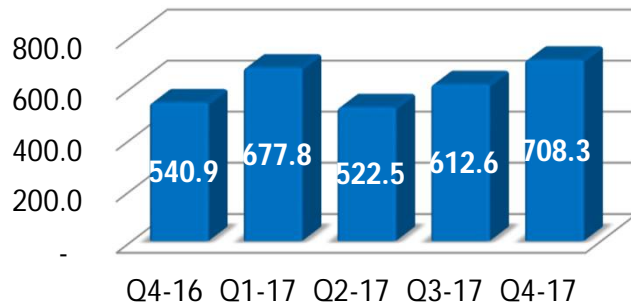
EBIDTA - by Year



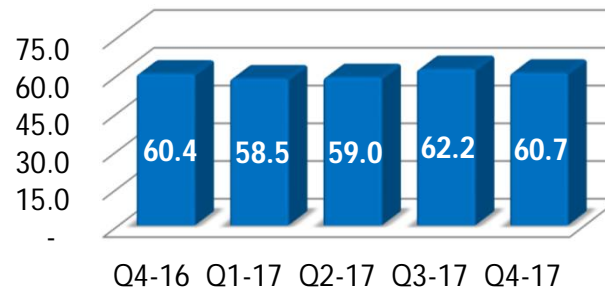
PAT - by Year



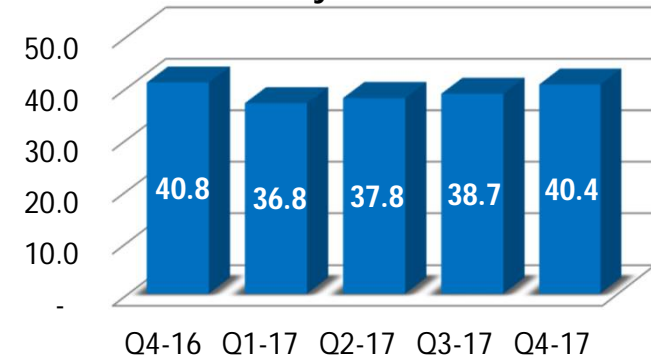
Revenue - by Quarter



EBIDTA - by Quarter



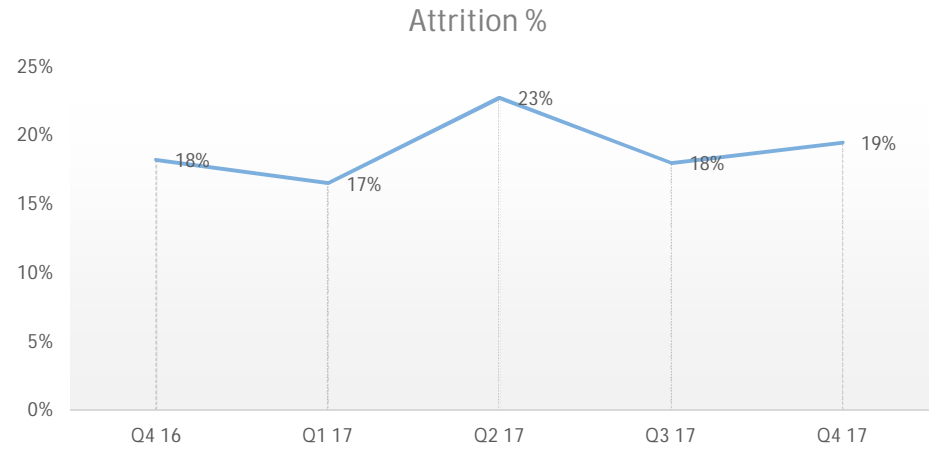
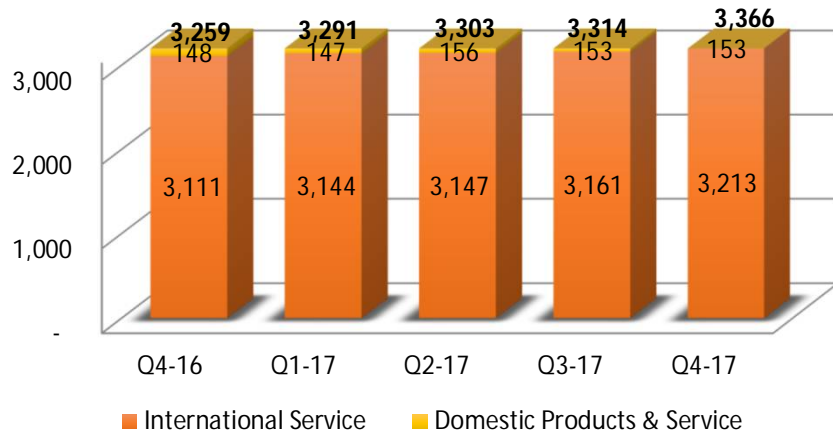
PAT - by Quarter



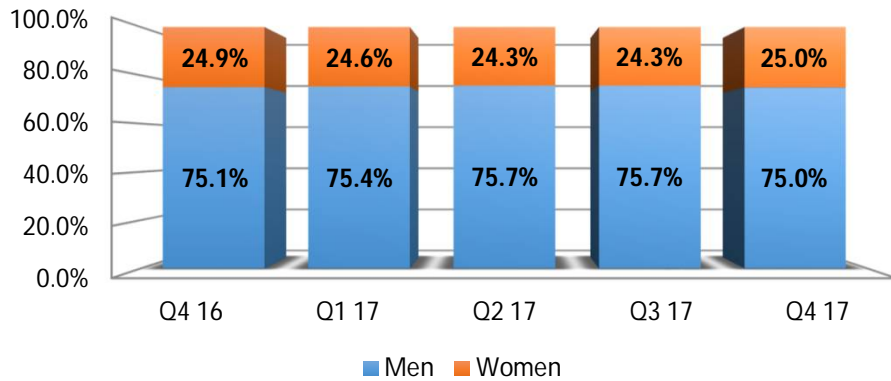
Note :

1. Q1-17 EBITDA and PAT includes exceptional income of Interest on IT Refund of Rs. 1.1 Cr for Domestic & Rs. 0.97 Cr for International Business.
2. Q4-17 EBITDA and PAT includes exceptional income of Interest on IT Refund of Rs. 0.95 Cr for Domestic & Rs. 4.68 Cr for International Business.

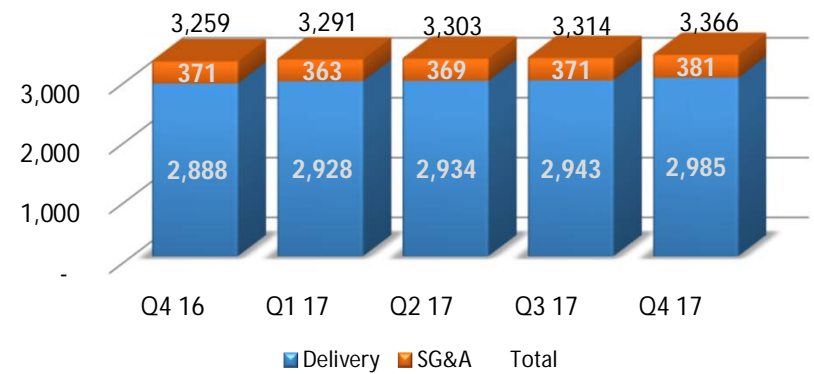
Consolidated – Human Capital



Diversity

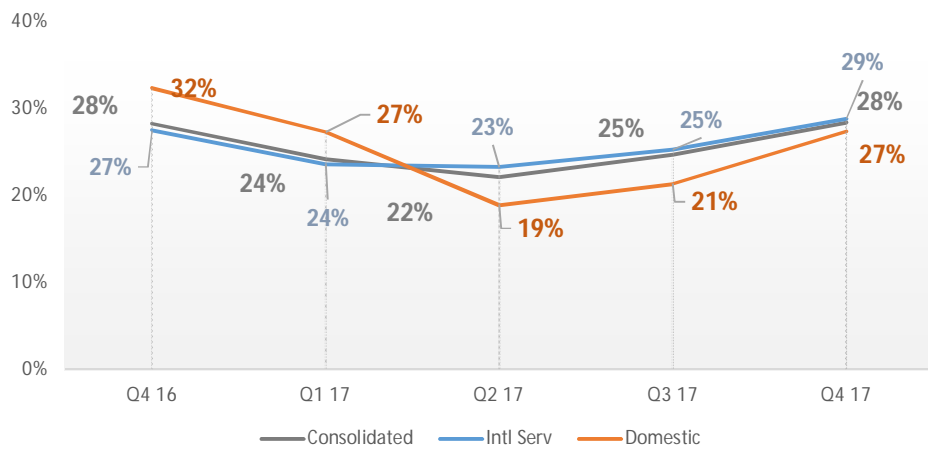


Head count mix

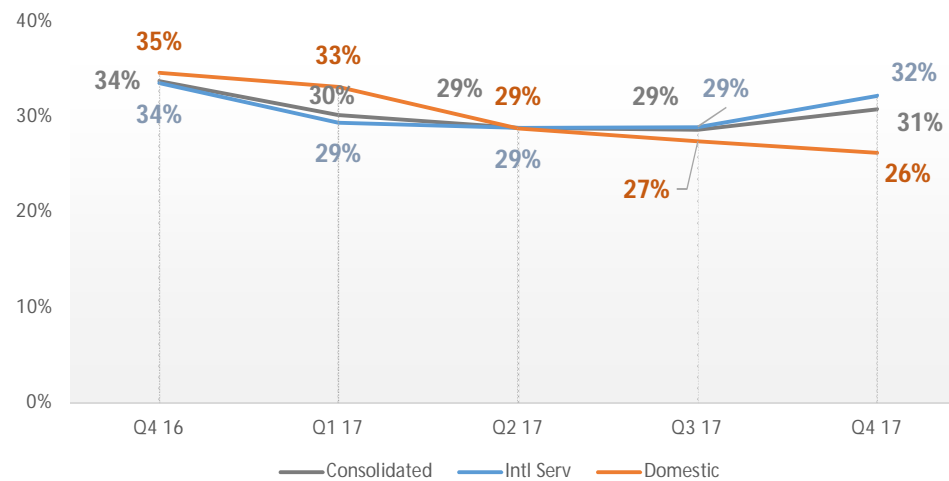


Consolidated - ROCE & RONW

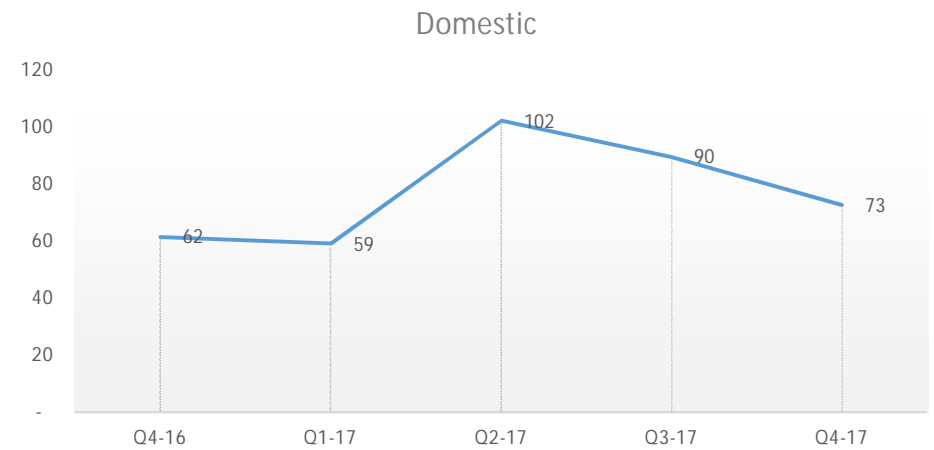
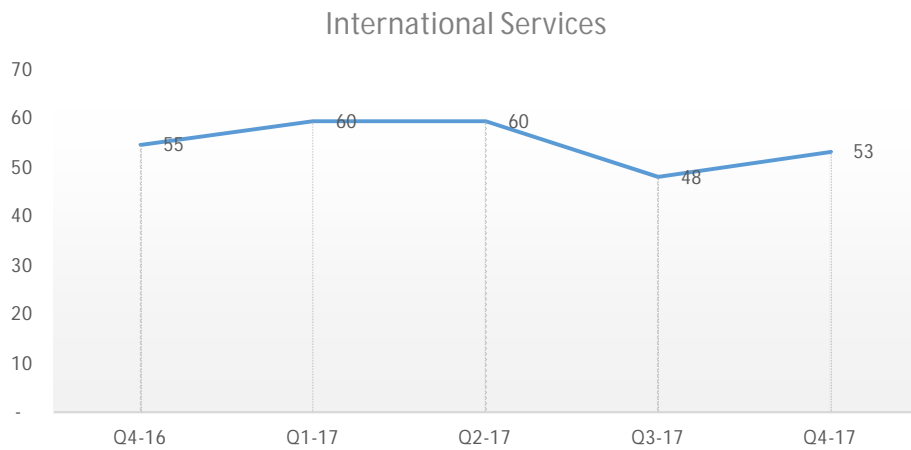
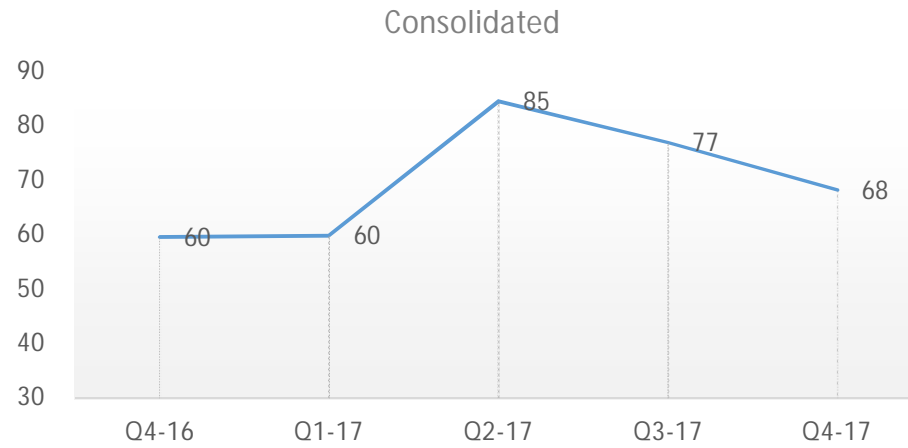
ROCE



RONW

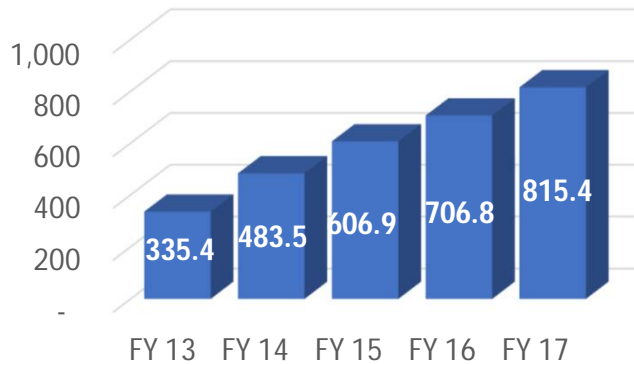


Consolidated - Day Sales Outstanding

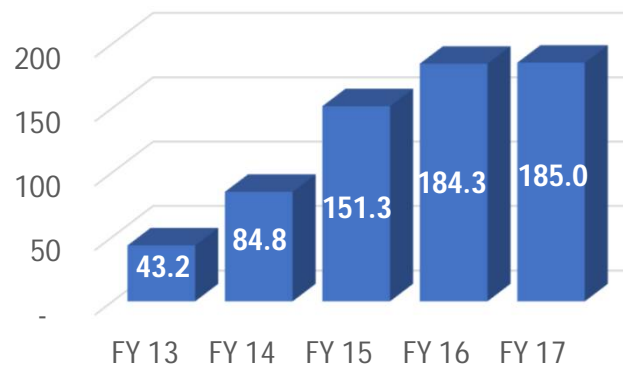


International IT services - Financials

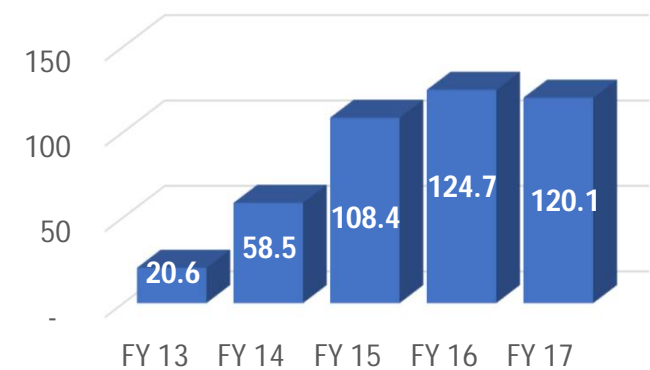
Revenue – by Year



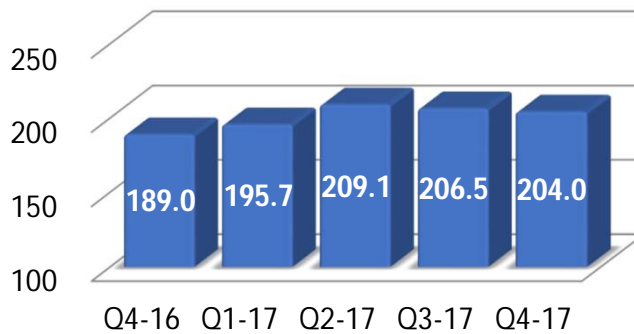
EBIDTA – by Year



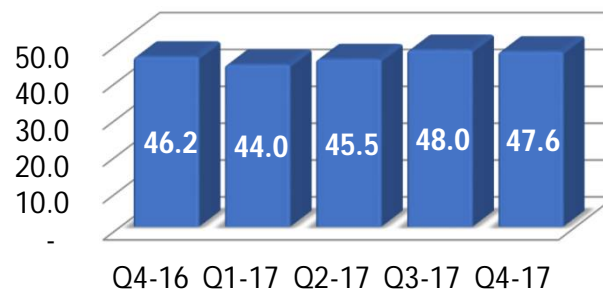
PAT – by Year



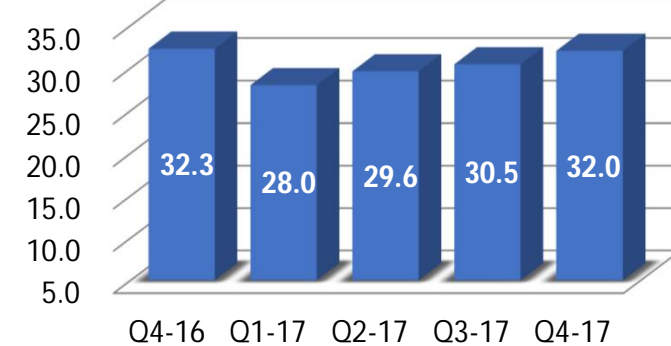
Revenue – by Quarter



EBIDTA – by Quarter



PAT – by Quarter

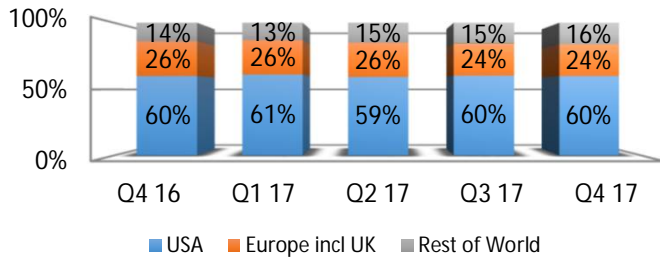


Note :

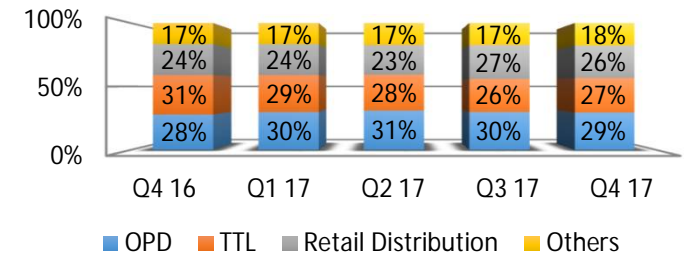
1. Q1-17 EBITDA and PAT includes exceptional income of Interest on IT Refund of Rs. 0.97 Cr
2. Q4-17 EBITDA and PAT includes exceptional income of Interest on IT Refund of Rs. 4.68 Cr

International IT Services - Revenue Mix

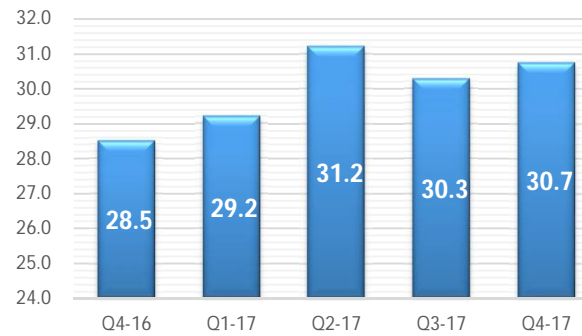
Geography



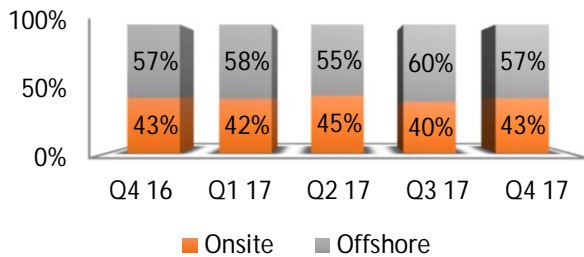
Vertical



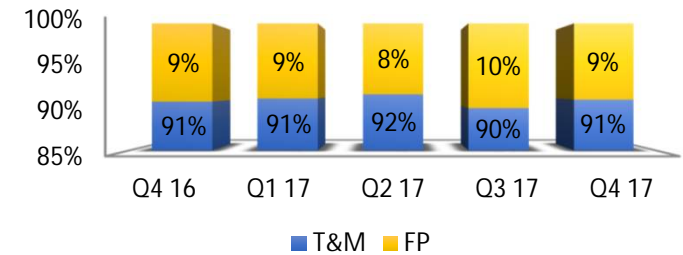
Revenue \$ mn



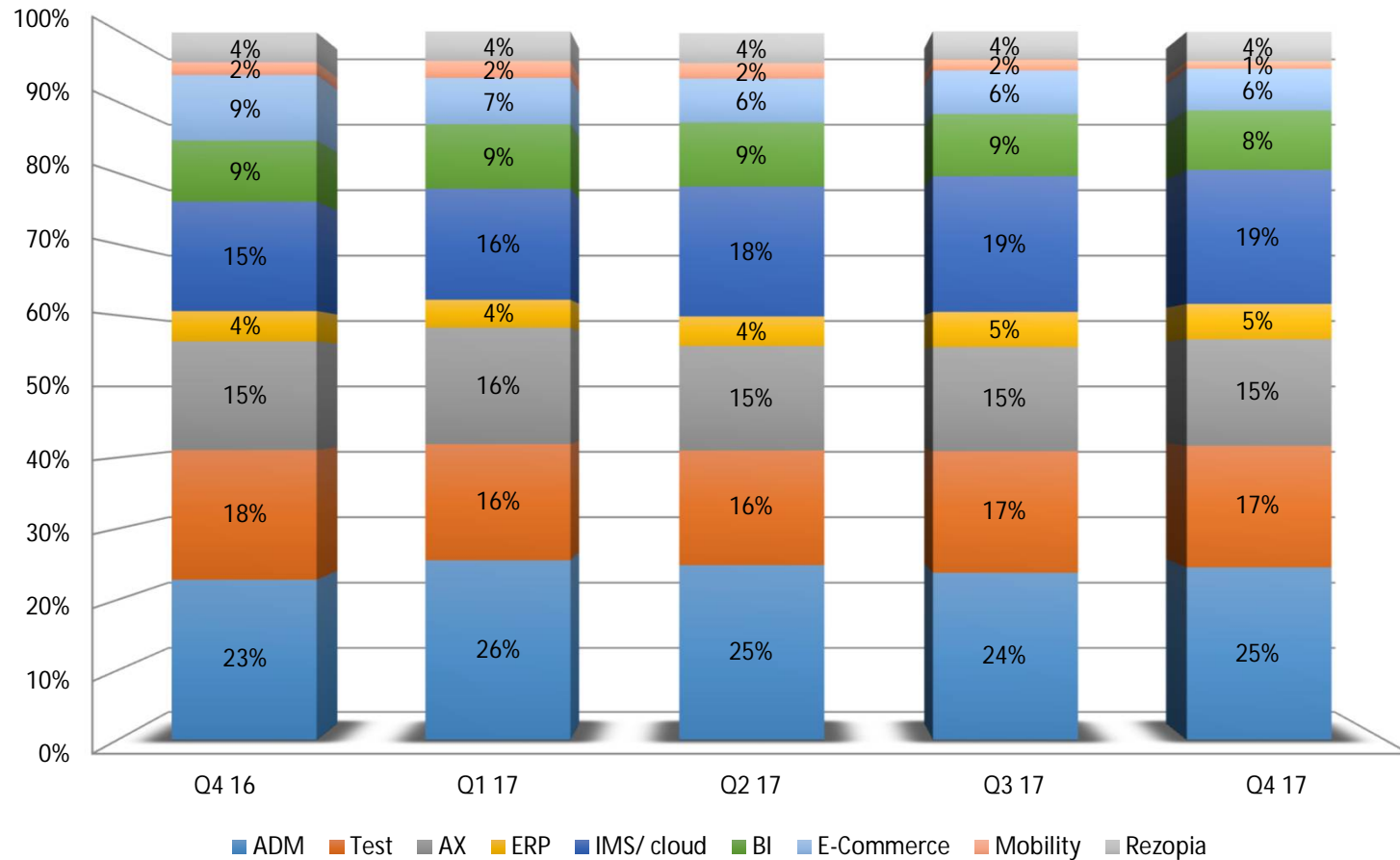
Onsite / Offshore



Revenue Type



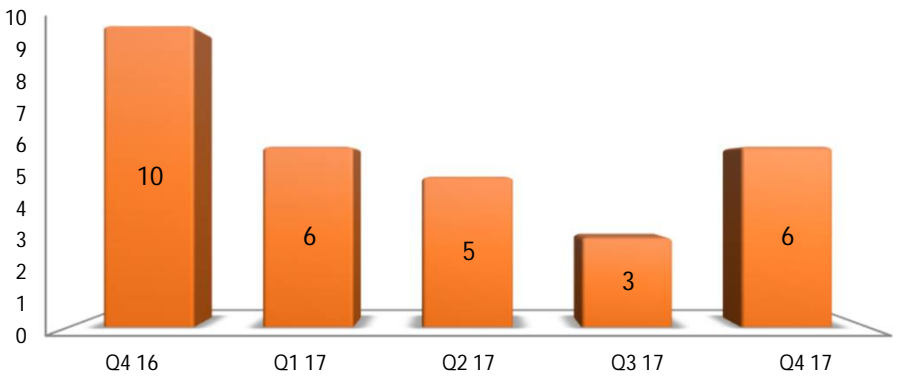
International IT Services - Revenue by Competency



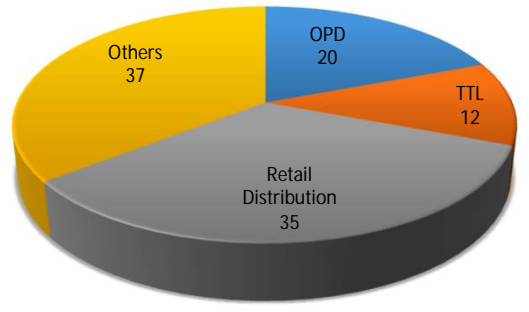
31% from Digital

International IT Services - Revenue by Customers

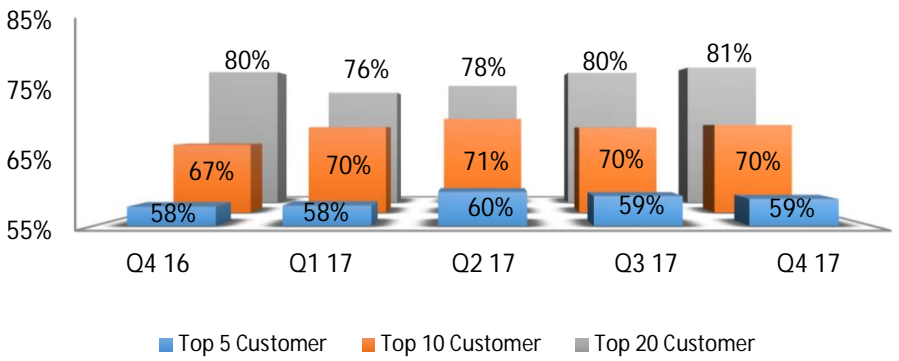
New Customers



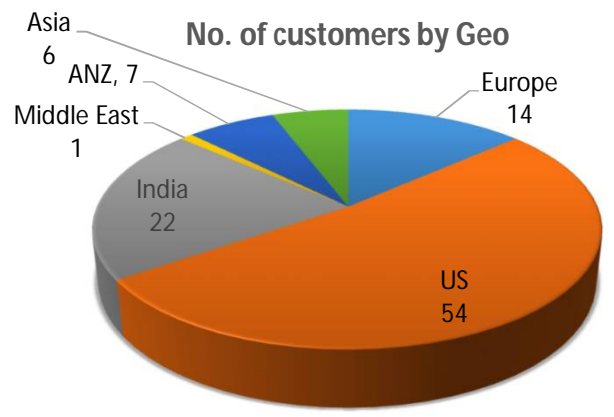
No. of customers by Vertical



Revenue from Top customers

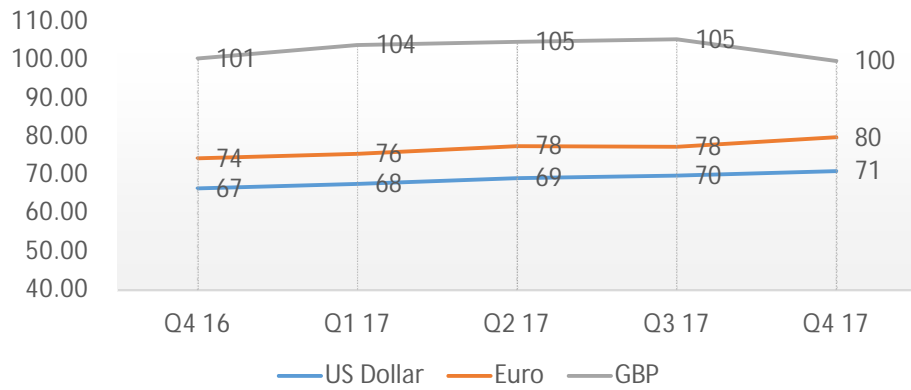


No. of customers by Geo

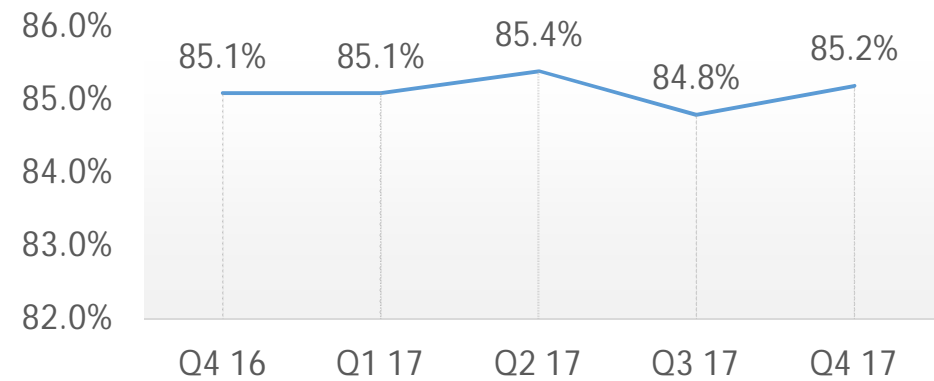


Utilization / Forward Cover Realization

Rupee Realization

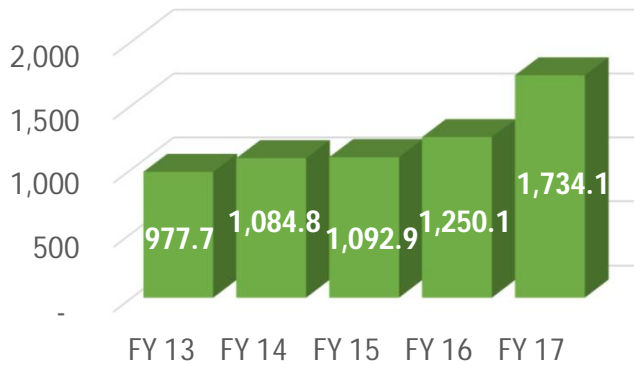


Utilization

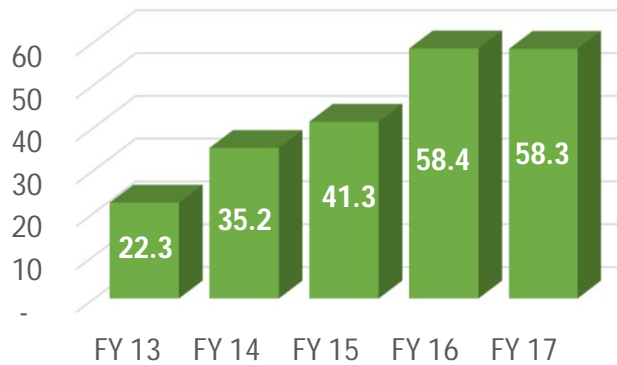


Domestic Product & Services - Financials

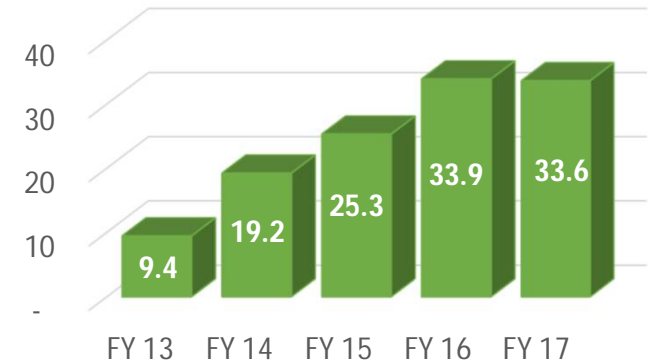
Revenue – by Year



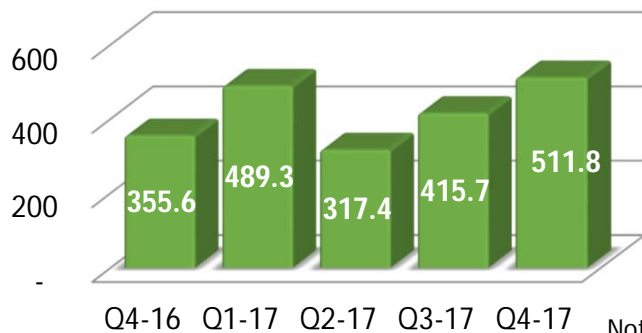
EBIDTA – by Year



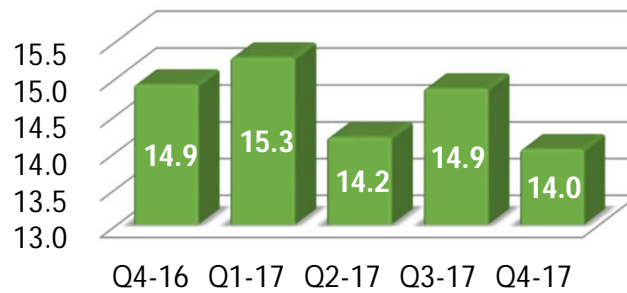
PAT – by Year



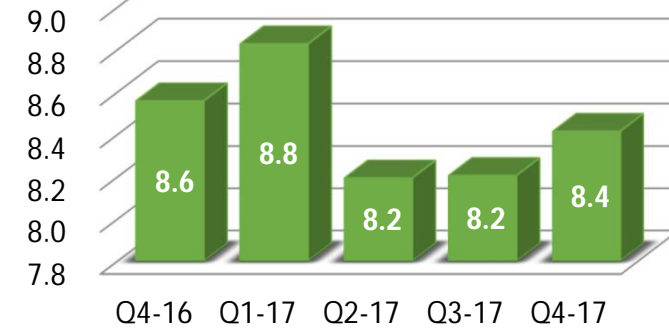
Revenue – by Quarter



EBIDTA – by Quarter



PAT – by Quarter



Note :

1. Q1-17 EBITDA and PAT includes exceptional income of Interest on IT Refund of Rs. 1.1 Cr
2. Q4-17 EBITDA and PAT includes exceptional income of Interest on IT Refund of Rs. 0.95 Cr

GO DEEPER

Transform business with IT



Thank You!



www.linkedin.com/company/sonata-software



www.facebook.com/sonatasoftware



www.twitter.com/sonata_software

www.sonata-software.com