



SONATA SOFTWARE LIMITED

30th May, 2019

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 - SONATSOFTW

BSE Limited
P.J. Towers, Dalal Street
Mumbai
Kind Attn: Manager, Listing Department
Email Id: listing.centre@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, 2019.

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**

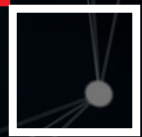
Rashmi Shirke
Assistant Company Secretary and Compliance Officer



Sonata Software

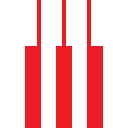
Investor Deck

Q4 FY 18-19



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.

The information contained in these materials have not been independently verified. None of the Company, its Directors, Promoter or affiliates, nor any of its or their respective employees, advisers or representatives or any other person accepts any responsibility or liability whatsoever, whether arising in tort, contract or otherwise, for any errors, omissions or inaccuracies in such information or opinions or for any loss, cost or damage suffered or incurred howsoever arising, directly or indirectly, from any use of this document or its contents or omission or otherwise whatsoever in connection with this document, and makes no representation or warranty, express or implied, for the contents of this document including its accuracy, fairness, completeness or verification or for any other statement made or purported to be made by any of them, or on behalf of them, and nothing in this document or at this presentation shall be relied upon as a promise or representation in this respect, whether as to the past or the future. The information and opinions contained in this presentation are current, and if not stated otherwise, as of the date of this presentation. The Company relies on information obtained from sources believed to be reliable but does not guarantee its accuracy or completeness. The Company undertake no obligation to update or revise any information or the opinions expressed in this presentation as a result of new information, future events, developments or otherwise. Any opinions or information expressed in this presentation are subject to change without notice.



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



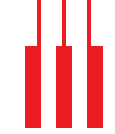
For the Customers
IT Partner of choice for
transformation
thru deeper industry, technology &
customer focus



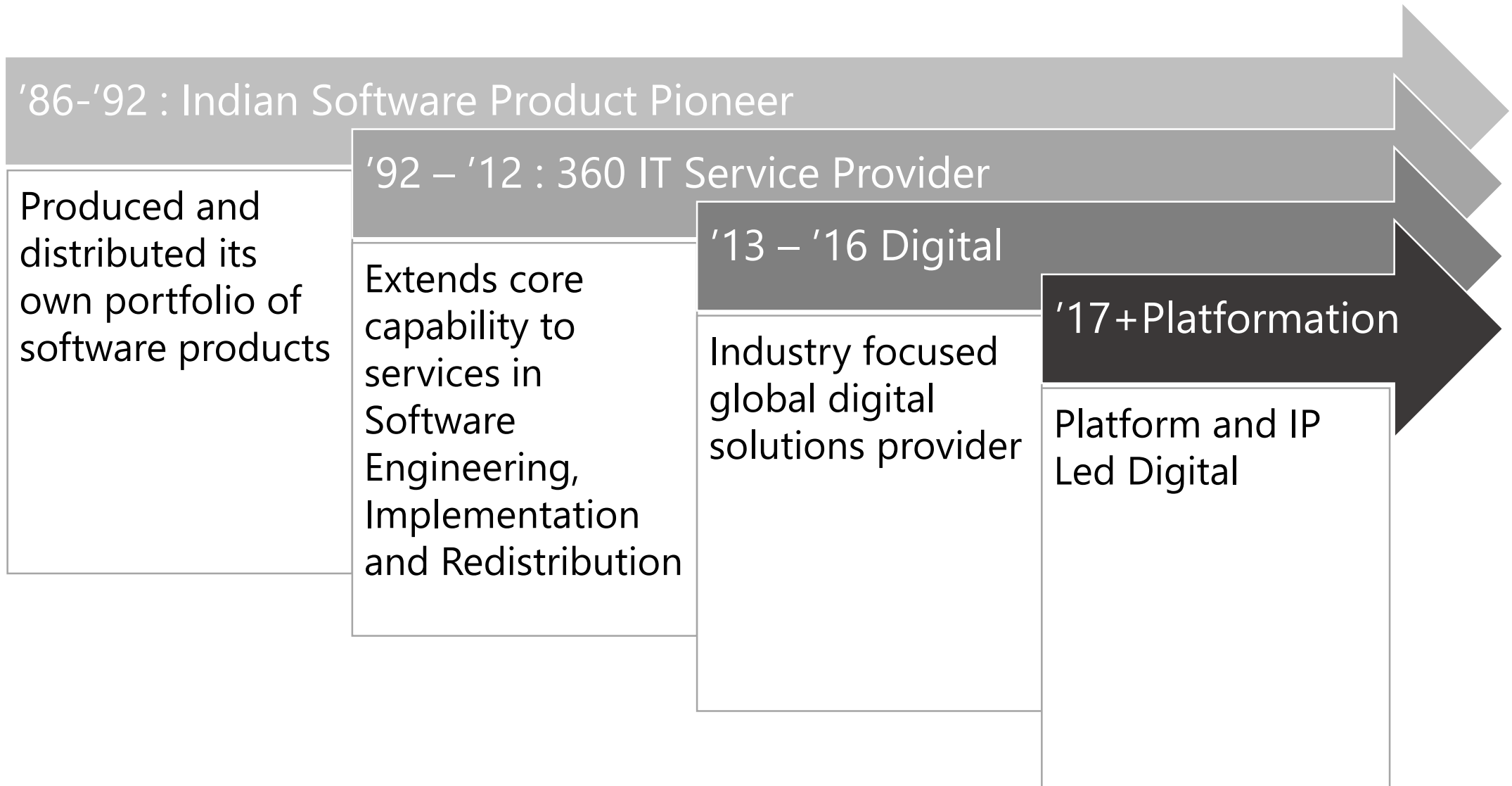
For the Employee
A fun & fearless environment where
the potential & passion for work
flourishes

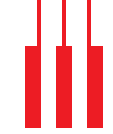


For the Community
CSR initiatives to support IT needs
of projects with Social impact



Sonata - Evolution





Sonata Opportunity

Global trends reshaping Business and IT

Digital

- On agenda of 2/3rd of Global 2000 Cos CEOs
- 80% of all incremental IT spend, USD 2.4 Tn market by 2025 on Digital

Platform

- Over 30+ 'born digital' platform cos in S&P 500 by 2020.
- Two thirds of all new applications to be Cloud native architected, CD CI enabled in next two years.
- Five fold increase in Cloud Industry platforms by 2018

Born Digital Platform Unicorns



OPEN



SCALABLE



CONNECTED



INTELLIGENT

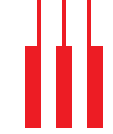
Global Online Retail Leader

Top P2P Hospitality Marketplace

World Leading Taxi Hailing App

Top Chinese B2B Commerce Marketplace

Helping traditional Businesses make the transition to digital & platform



Sonata strategy : Platformation

Industry specific Focus

- Travel
- Retail
- Distribution
- ISV

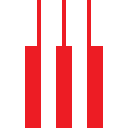
Sonata Platform based Technology

- Ready -Industry Platform IP
- Accelerate - ISV Partner Platform
- Custom Platform

Growth Engines led

- Vertical
- IP led
- Alliance Led
- Existing Customer Led
- Digital Infrastructure

Industry specific Digital Transformation thru Platforms
Open , Connected, Scalable, Intelligent Businesses



Execution – Proprietary Methodology to enable Platforms

Sonata READY

- End-to-end, industry-specific Sonata digital business platform IP

Sonata ACCELERATE

- Popular horizontal ISV partner platforms with Sonata adding required functionality

Sonata CUSTOM

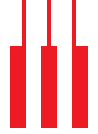
- Sonata engineers custom platforms that deliver unique digital capability and scalability



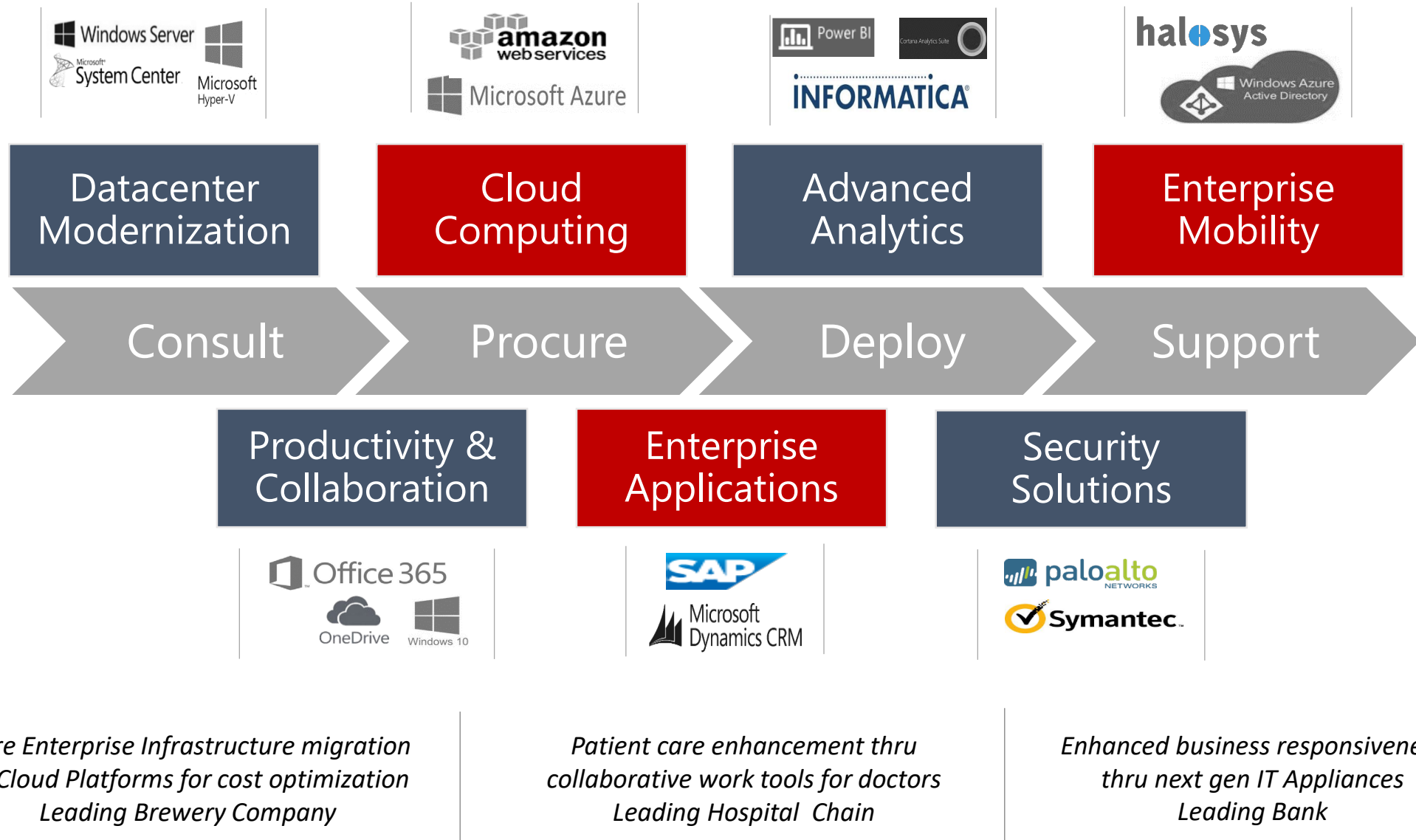
Omni channel reservation system for a large Australian rail network built on Rezopia platform

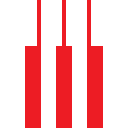
Retail store and e-Comm integration for a US fashion brand using Dynamics retail platform

Enabled a US-based travel company innovate on membership-based business models



Execution – Enabling Digital Platform Infrastructure





Execution - Innovative engagement models

Customer-Specific Center of Excellence

- Governance
- Leadership role
- Strategic metrics



- Value Co-creation
- SLAs and outcomes
- Co-investment in IP

TECHNOLOGY | SKILLS | ASSETS | PROCESSES

Charter



Domain Knowledge | Technical Knowledge | Knowledge Management | Innovation | Process & Capability | Reusability

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
Fortune 500 Travel Co*

Decade+ Relationships with marquee Fortune 500 Customers

World Leading Tour Operator

Global F&B CPG Leader

Global Retail Leader

Global Software Technology Leader

Execution - Strong Alliances



- Gold Partner for 13 Competencies including ERP, Analytics, Cloud, Productivity & Communications.
- 3 Industry specific IP live on Microsoft AppSource – Brick & Click Retail, Modern Distribution and Rezopia. GISV status.
- Select ISV Dev Centre Partner with unique Dynamics Operations & CRM capability
- Country Partner of Year India 2013,15,16. Industry Partner of Year US 2015.



- Global Silver Partner for SAP Hybris Commerce.
- Travel, Retail and Distribution industry specific solutions capability
- SAP Pinnacle Award 2013, SAP Hybris Most Innovative Partner of Year 2012
- Extended SAP Cloud for Customer solutions capability

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.

VP – Engineering, Leading Global Software Company

Execution - Strategic Acquisitions



Rezopia

- Cloud based travel ERP SaaS
- Enhanced to wider digital travel platform with Commerce, Mobility & Analytics
- Sub vertical specific solutions – Tour Operator, Corporate, Rail



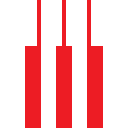
Halosys

- Unified Enterprise Mobility Platform
- Integrated to Sonata industry specific platform IP to extend their mobile capability
- Pre-built industry specific Apps – Shopping, Mass Distribution, Travel Assistant



IBIS Inc.

- Advanced Supply Chain Management Software for Dynamics
- Extended to Modern Distribution Platform with Commerce and Field Sales Apps
- Dynamics capability & US Geo footprint



Enablers - Strong People and Processes Foundation

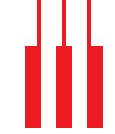


SEI CMMI L5, ITIL, ISO 27000
certified processes
Agile & DevOps Capable

Deeper roles	Regular exposure to newer technologies, evolving business scenarios, and building cross-functional expertise
Customer Impact	Continuous exposure to clients to assess business impact of solutions delivered
Freedom to contribute	Our flexible working style encourages ideation within broad boundaries
Growth	Early identification, mentoring and nurturing of talent for growth by senior leaders

We need to take a pause and appreciate the drive and determination we have seen from every player on what is a complex effort and delivery. We commend you all for your effort...keep up the good work!

Director – Platform Systems, US Travel Leader



Enablers – Strong Governance and financials

- Listed Company (NSE and BSE)
- Best-in-Class Board and Top management Profiles
- Consistent Track record of Growth, profitability and Dividend
 - RoE and RoCE > 25%
 - Revenue Growth at 17%+ CAGR over last 4 years
 - PAT growth at 25 %+ CAGR for 4 years
- Strong Balance sheet
- Regular Dividend payout





Financials

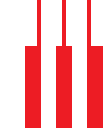
(Q4 2018-19)



Result Snapshot – Q4 FY 19

INR Crores

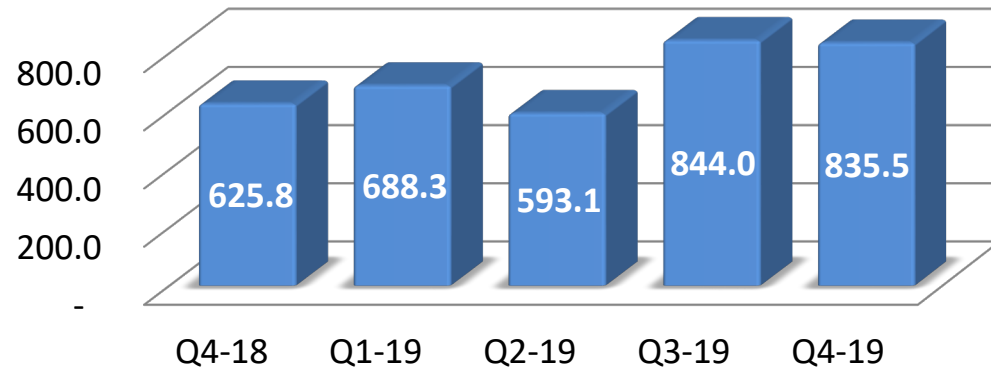
Description	in ₹ Crores							
	For the Quarter ended					For the Year ended		
	31-Mar-19	31-Dec-18	QoQ	31-Mar-18	YoY	31-Mar-19	31-Mar-18	YoY
Revenues								
International IT Services	304.1	284.0	7%	241.8	26%	1,120.5	928.5	21%
Domestic- Products & Services	536.6	563.2	-5%	388.7	38%	1,862.8	1,546.8	20%
Consolidated	835.5	844.0	-1%	625.8	34%	2,960.9	2,453.9	21%
EBITDA								
International IT Services	75.8	76.0	0%	59.8	27%	292.0	219.1	33%
Domestic- Products & Services	21.2	19.5	9%	15.8	35%	75.1	60.4	24%
Consolidated	96.8	95.1	2%	75.4	28%	365.6	277.6	32%
PAT								
International IT Services	52.5	52.1	1%	45.1	16%	203.0	156.7	30%
Domestic- Products & Services	12.9	12.0	7%	9.7	33%	46.3	35.8	30%
Consolidated	65.4	64.1	2%	54.8	19%	249.3	192.5	29%



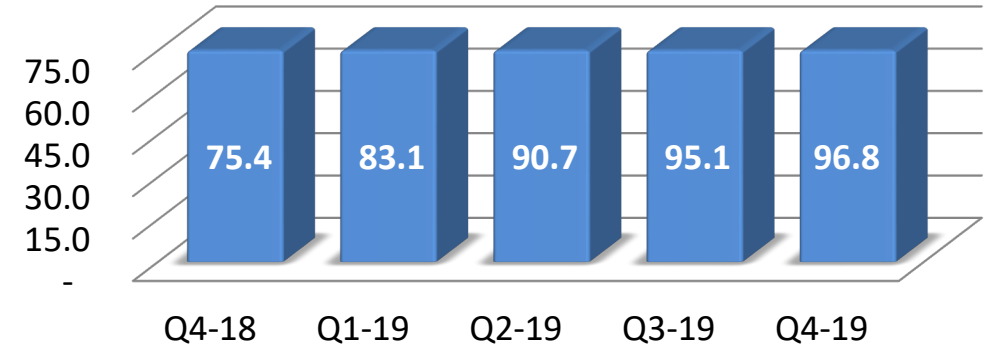
Consolidated – Financials

INR Crores

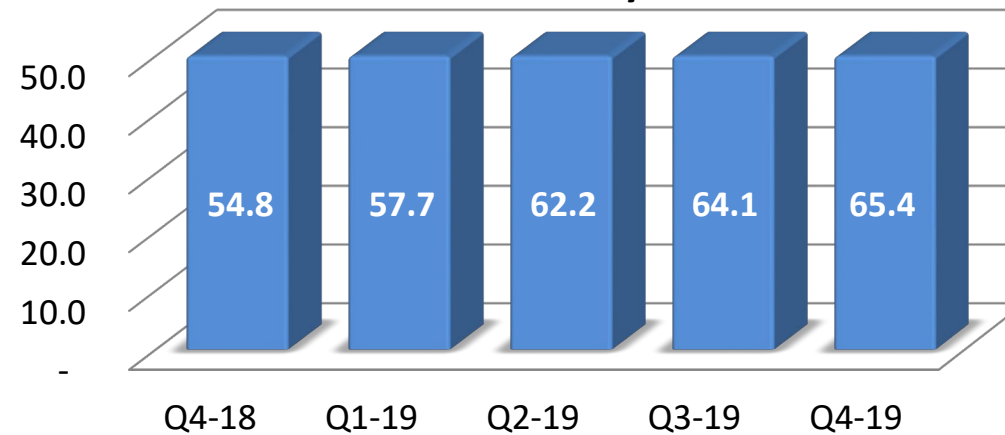
Consolidated Revenue - by Quarter



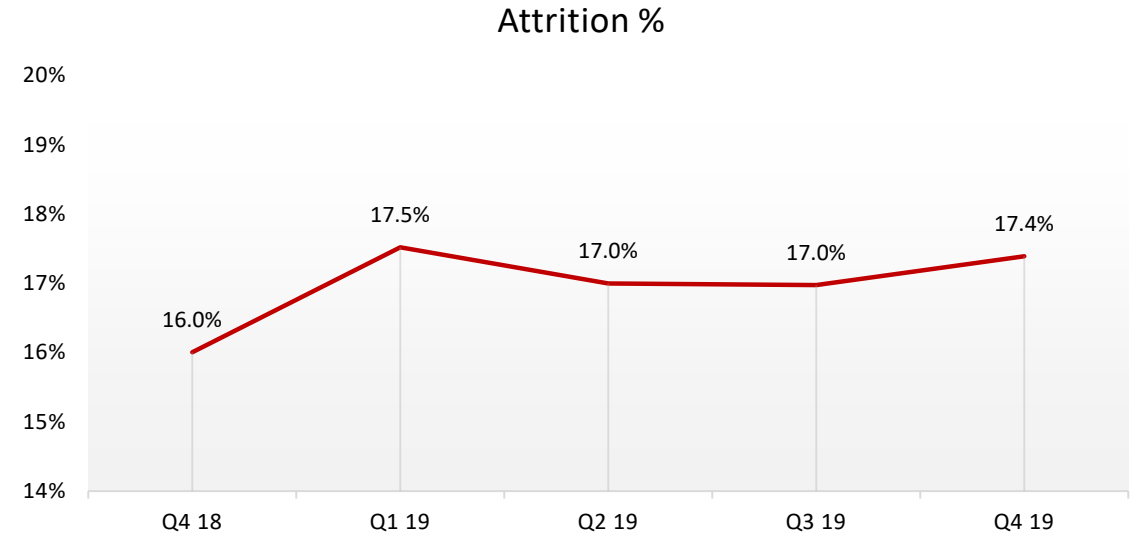
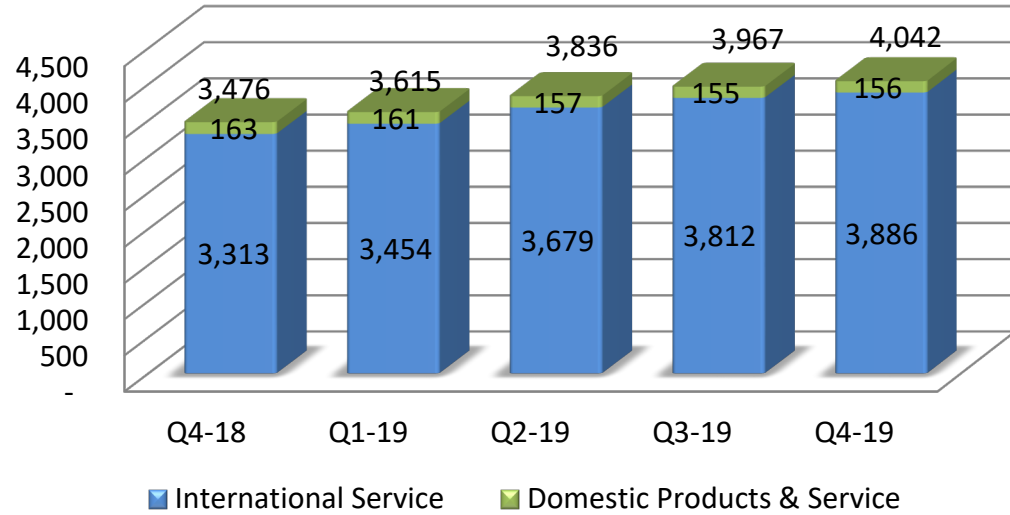
Consolidated EBIDTA - by Quarter



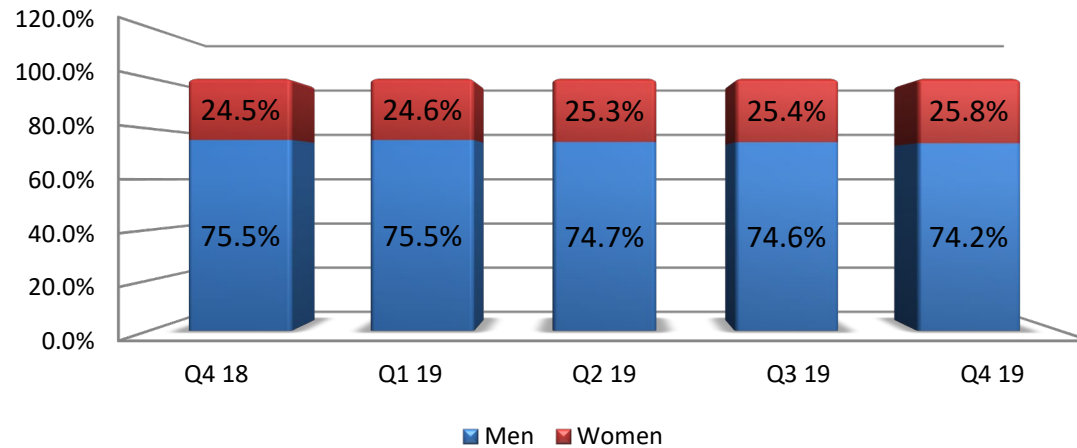
Consolidated PAT - by Quarter



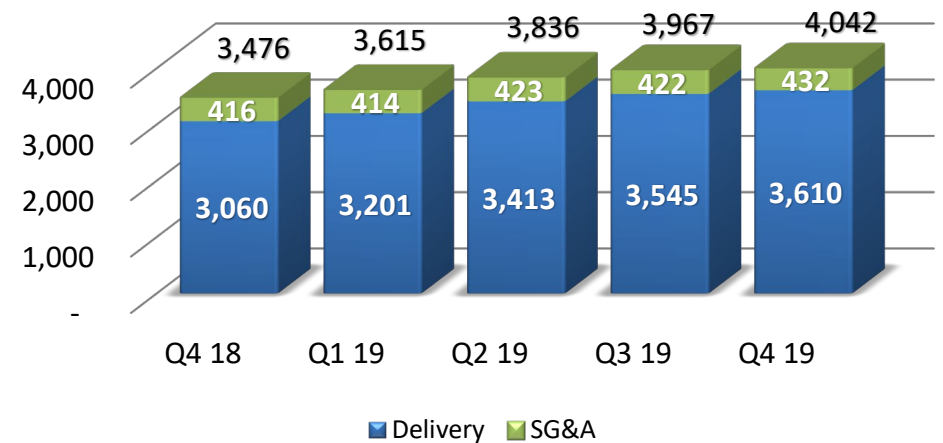
Consolidated – Human Capital



Diversity

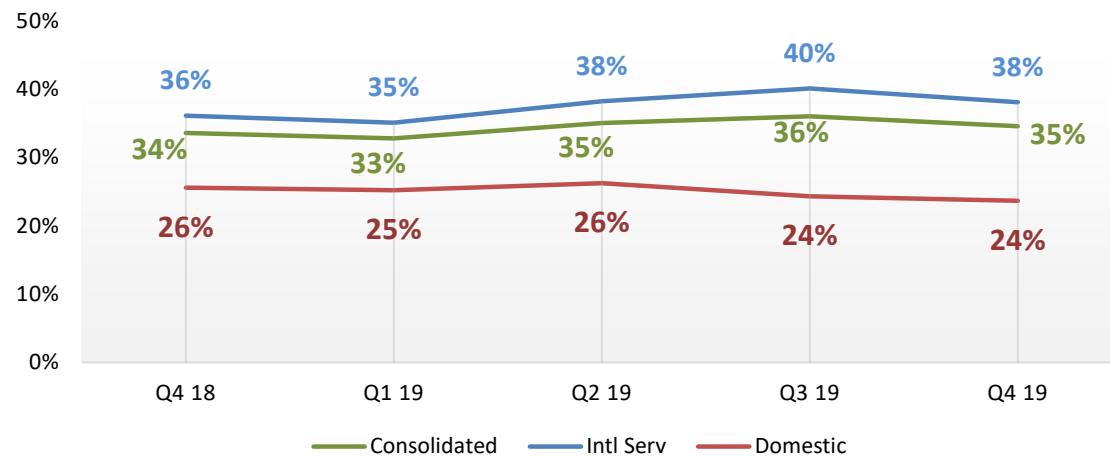


Head count mix

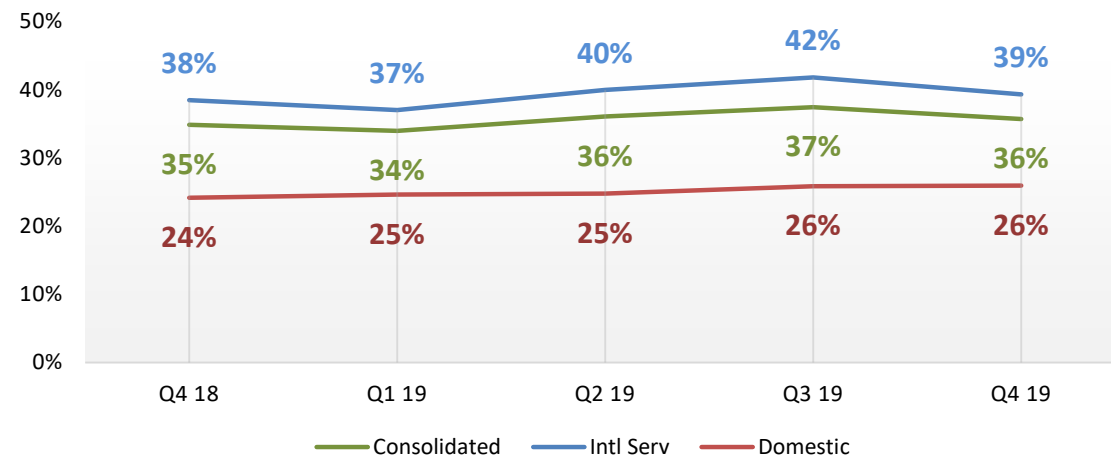


Consolidated – ROCE & RONW

ROCE

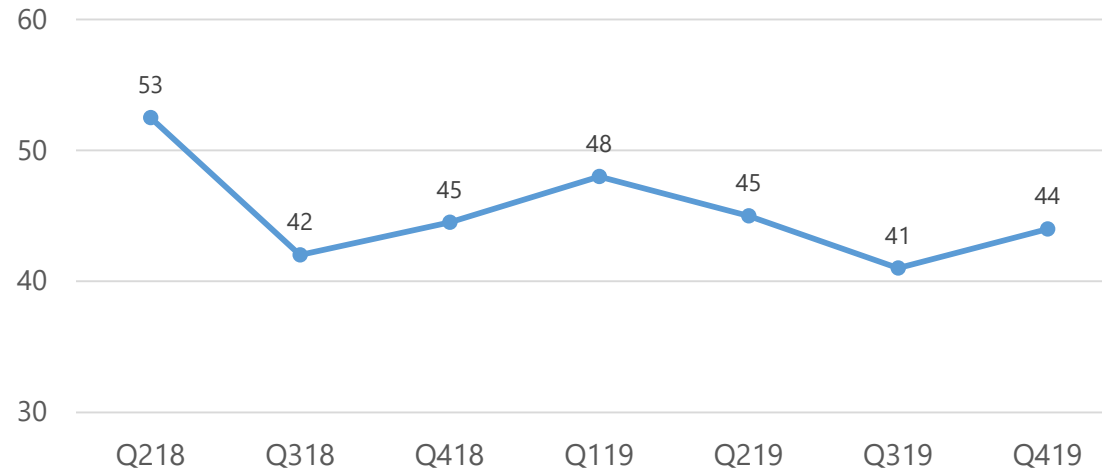


RONW

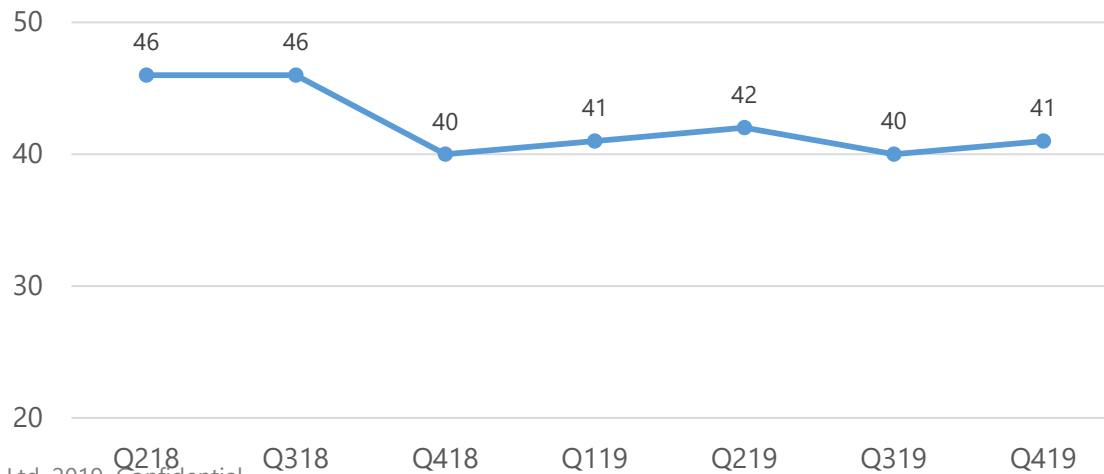


Days Sales Outstanding

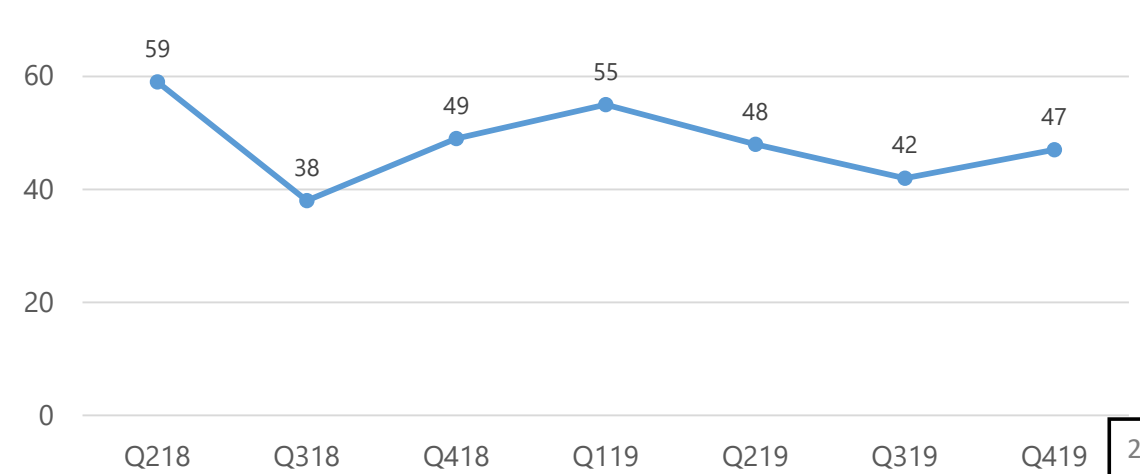
Consolidated- DSO

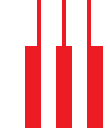


International Services - DSO



Domestic - DSO

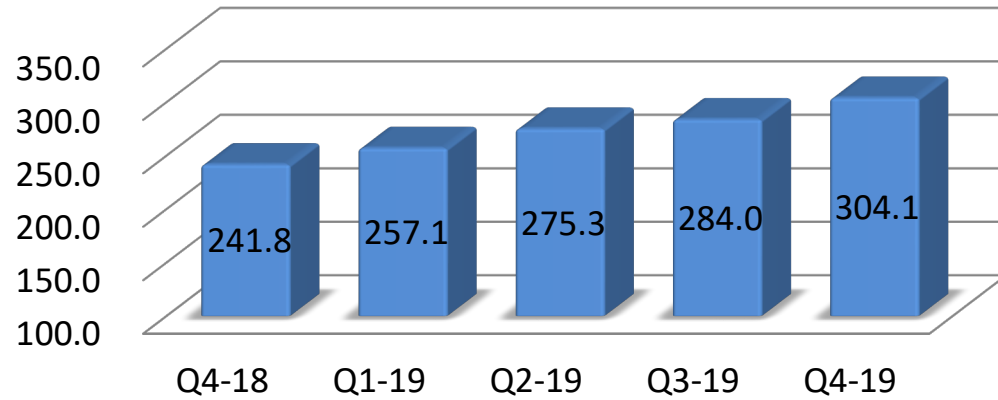




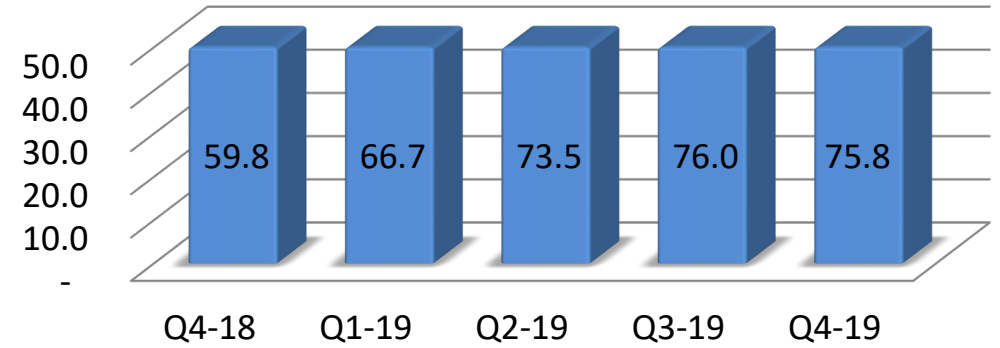
International IT services - Financials

INR Crores

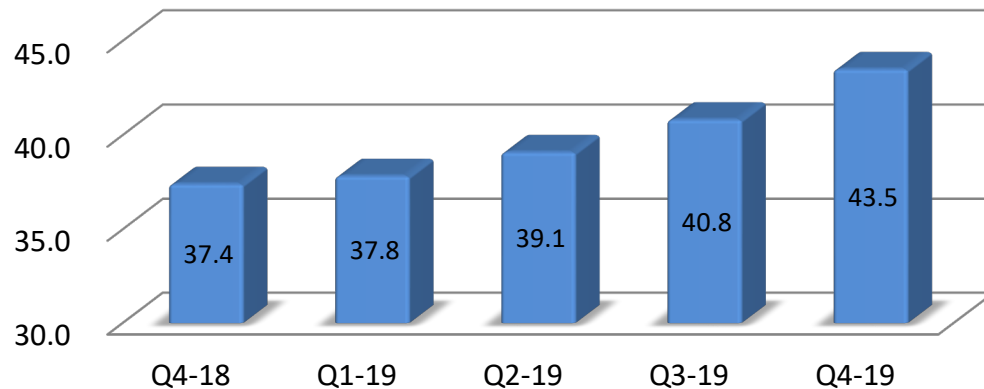
International Services Revenue - by Quarter



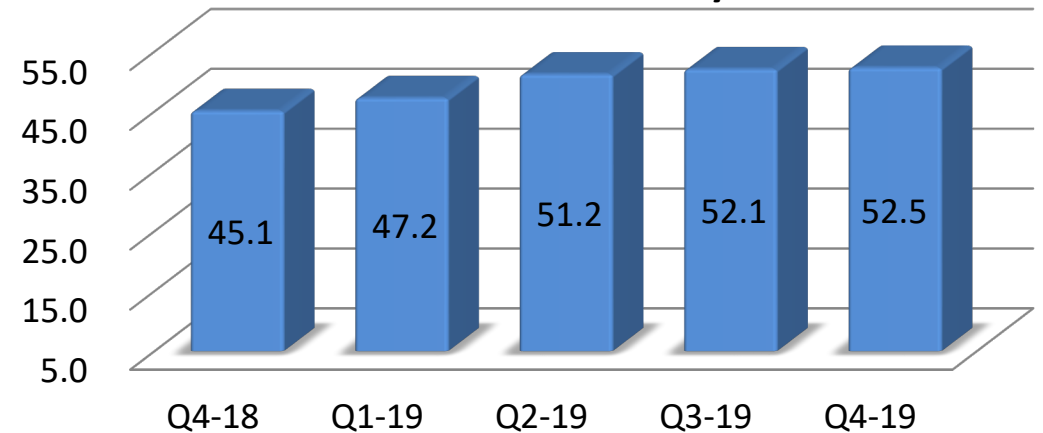
International Services EBIDTA - by Quarter



Revenue \$ mn

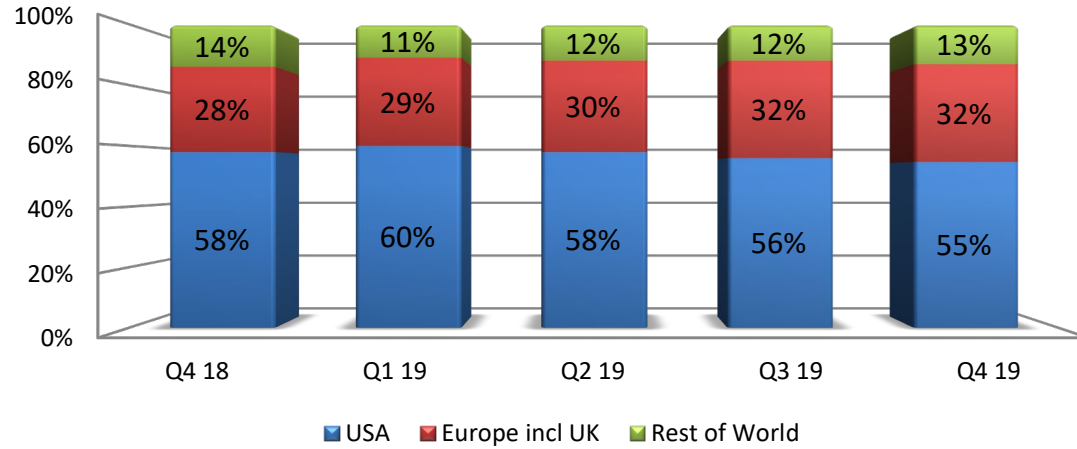


International Services PAT - by Quarter

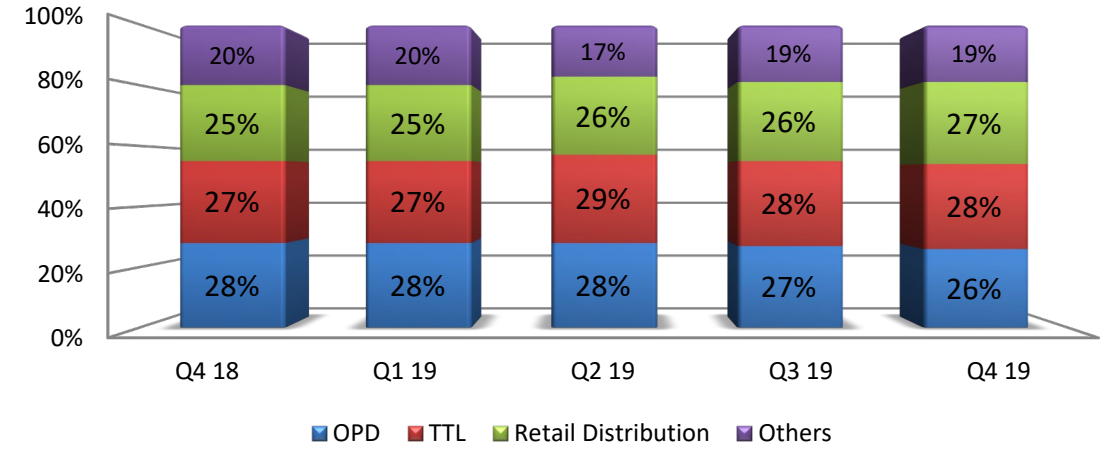


International IT services – Revenue Mix

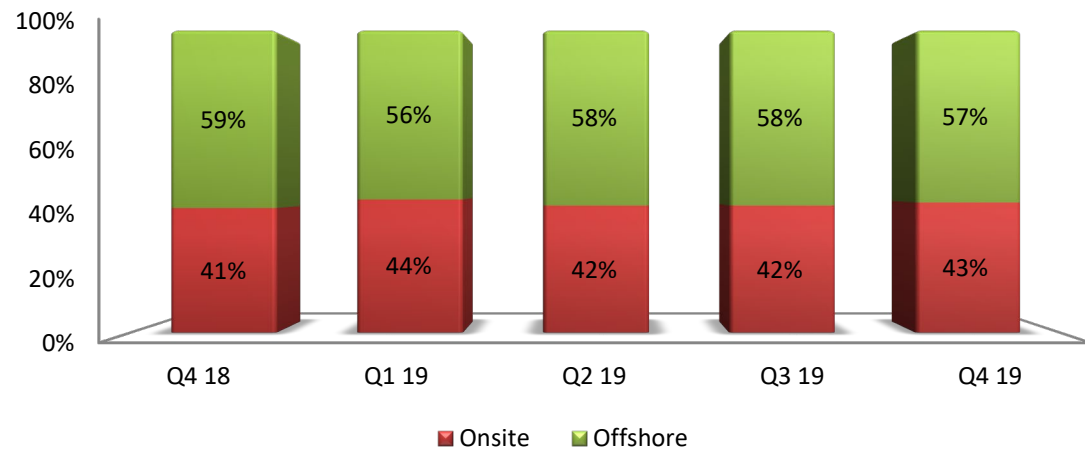
Geography



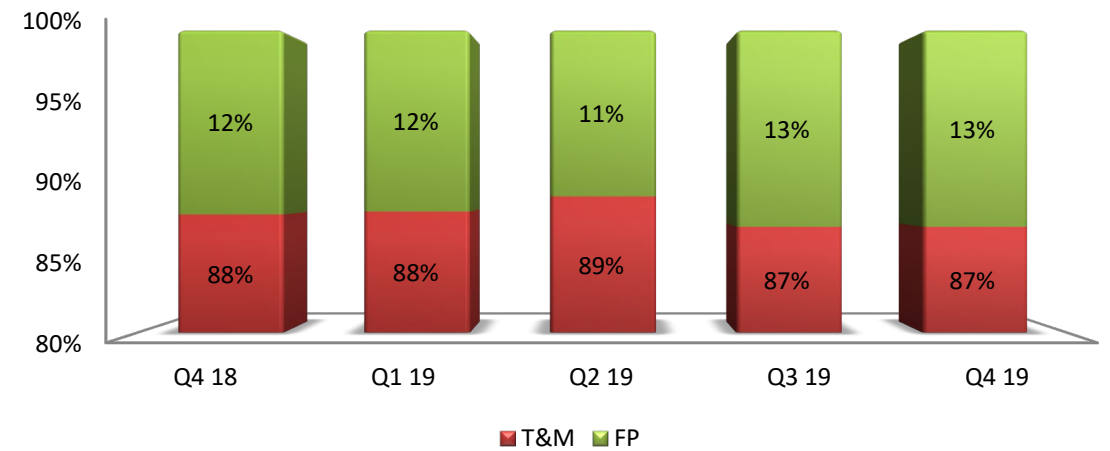
Vertical



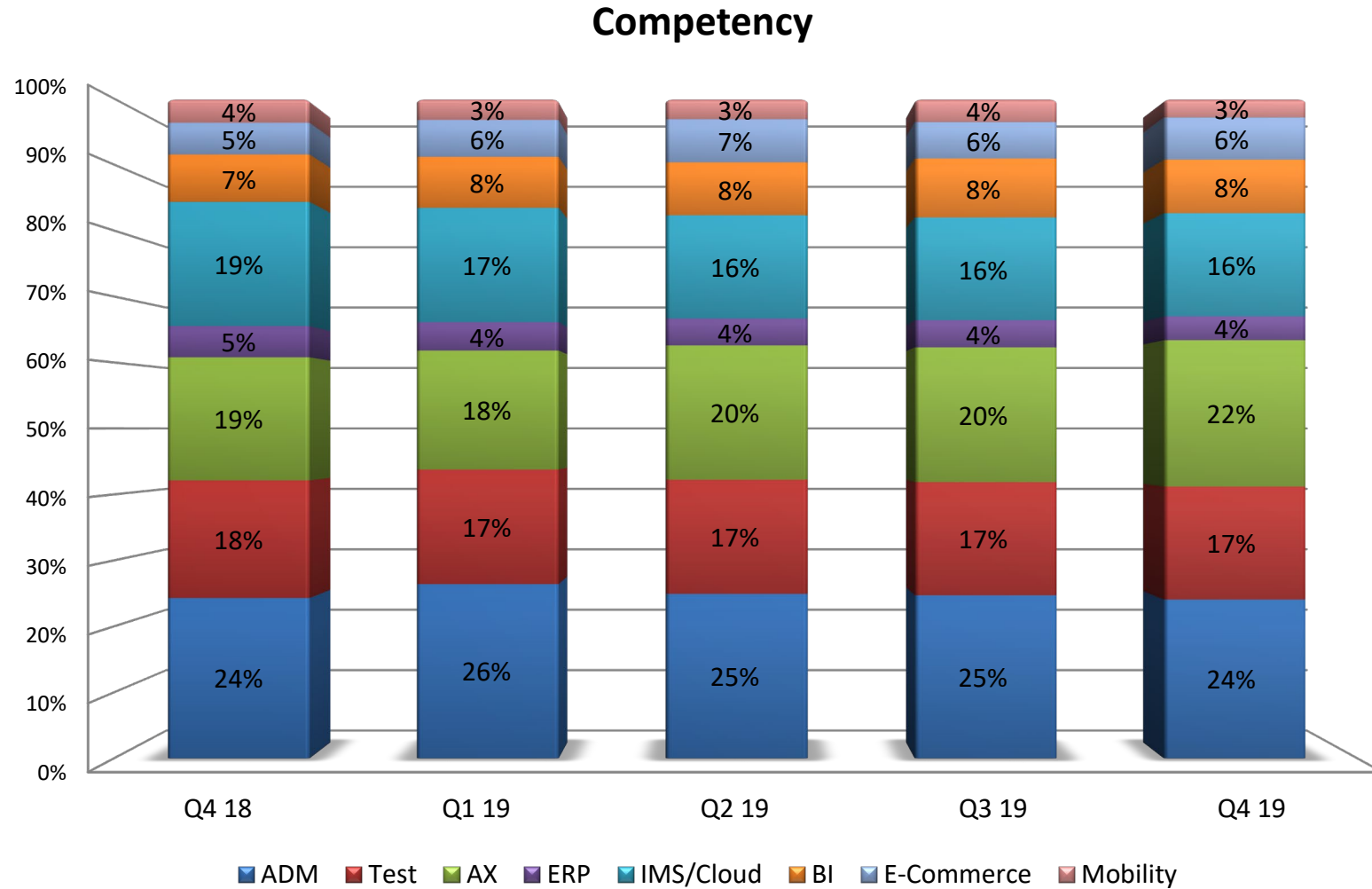
Onsite / Offshore



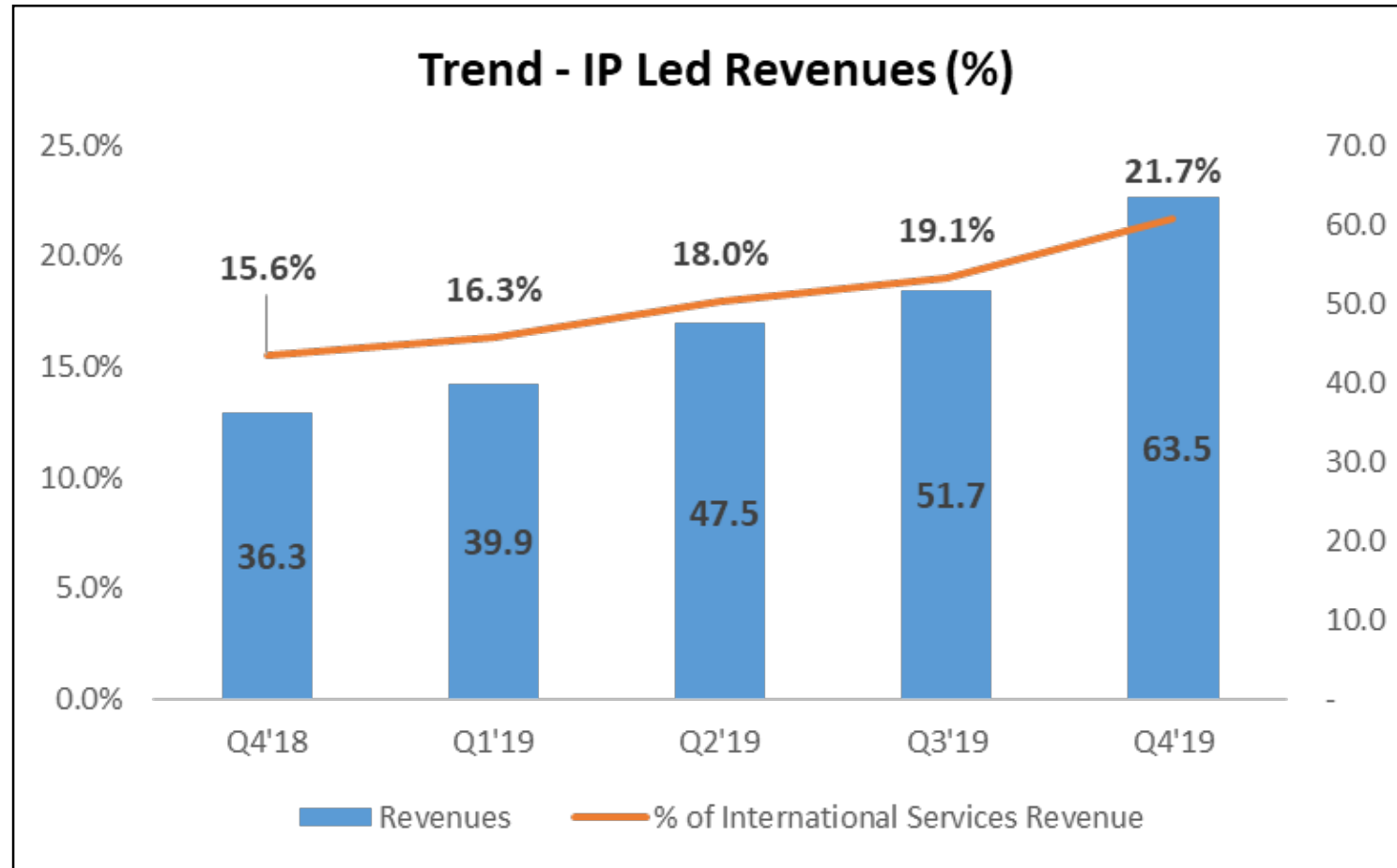
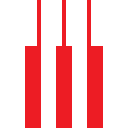
Revenue Type



International IT services – Revenue by Competency

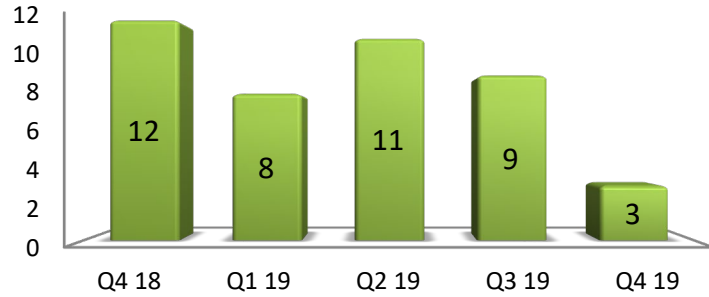


**36%
from
Digital**

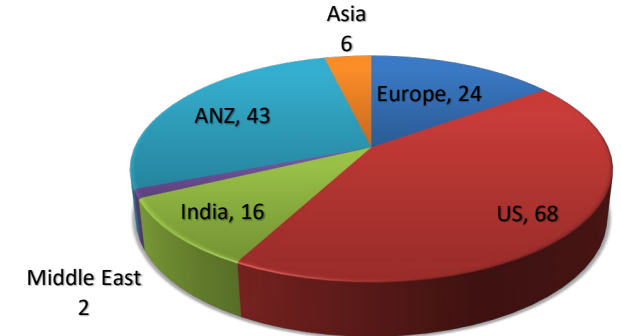


International IT services – Revenue by Customers

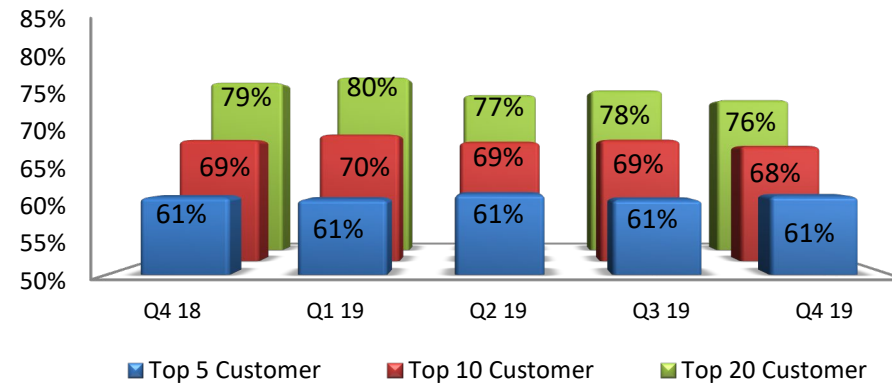
New Customers



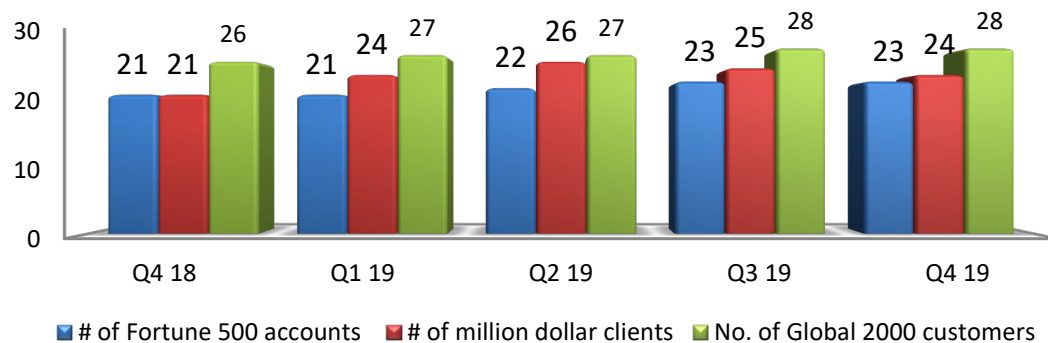
No. of customers by Geo



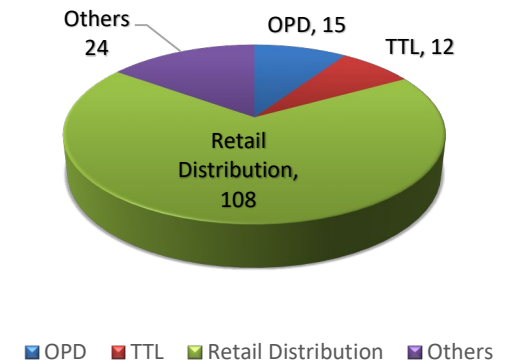
Revenue from Top Customers



Customer Category

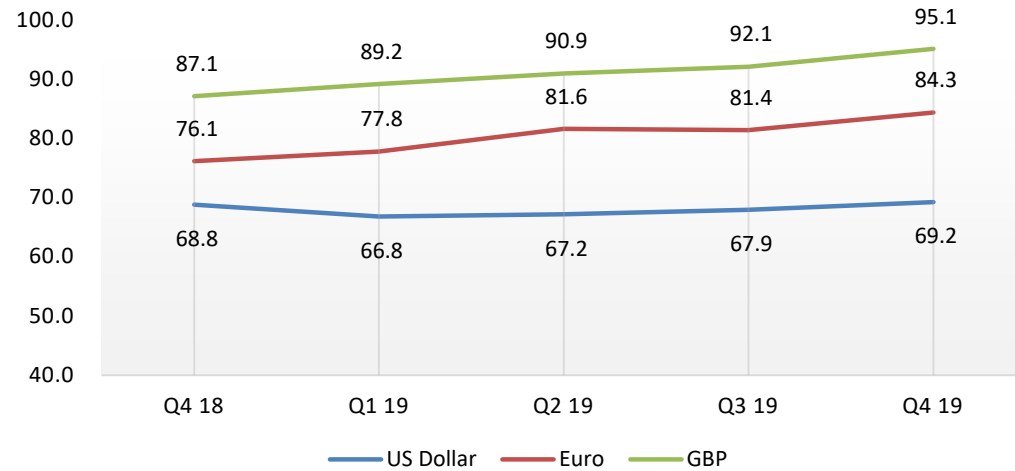


No. of customers by Vertical

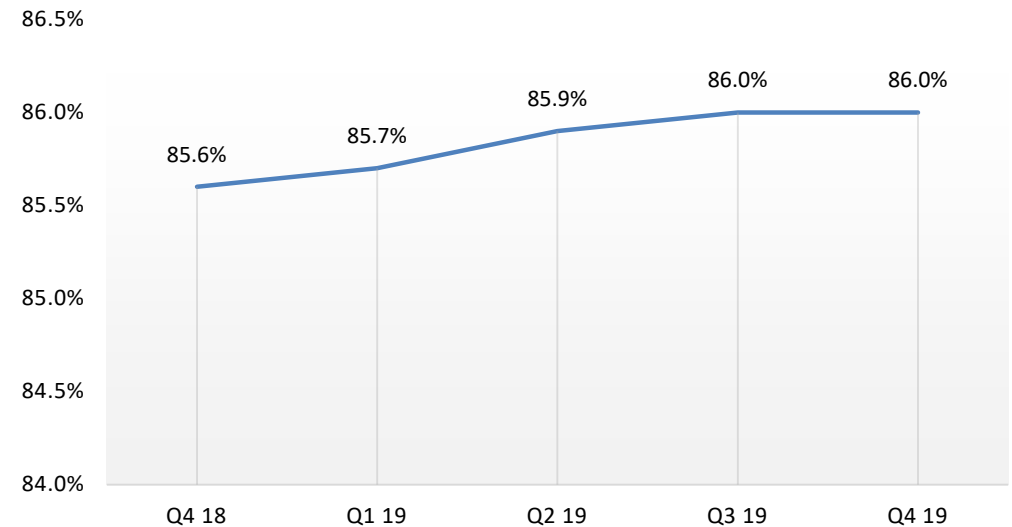


Forward Cover Realization Rates/ Utilization

Effective Realization Rates



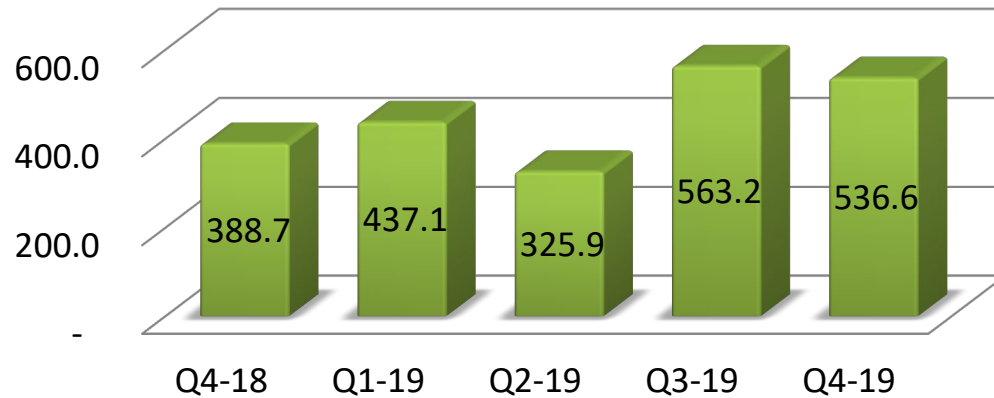
Utilisation



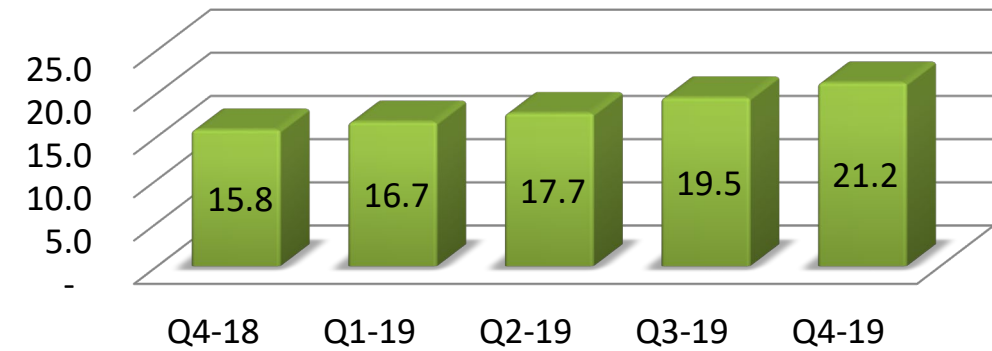
Domestic Product & Services - Financials

INR Crores

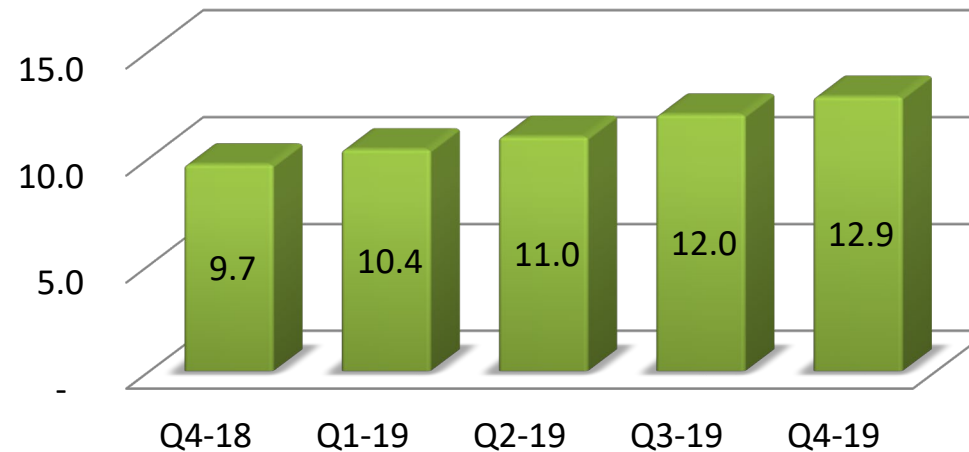
Domestic Services Revenue - by Quarter



Domestic Services EBIDTA - by Quarter



Domestic Services PAT - by Quarter





Thank You

