

GO DEEPER

Transform business with IT

Investor Presentation

Q1 FY 17-18

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.

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 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
- 32% of Co Revenues
- 80% of Co PAT



Technology Infrastructure

- IT Infrastructure Consulting, Licensing & Deployment
- Primary India footprint
- 68% of Co Revenues
- 20% of Co PAT



International IT Services

Industry Footprint



Travel



Most Innovative Partner
2012



TO | OTA | Corporate | Air | Rail

Strategic Customers

- World leading Tour Operator
- Top NA Corporate Travel Co



Retail & Distribution



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*



ORACLE®



PRODUCT INNOVATION

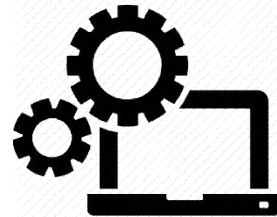
- Cloud engineering
- Mobile engineering
- Analytics integration



*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*

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



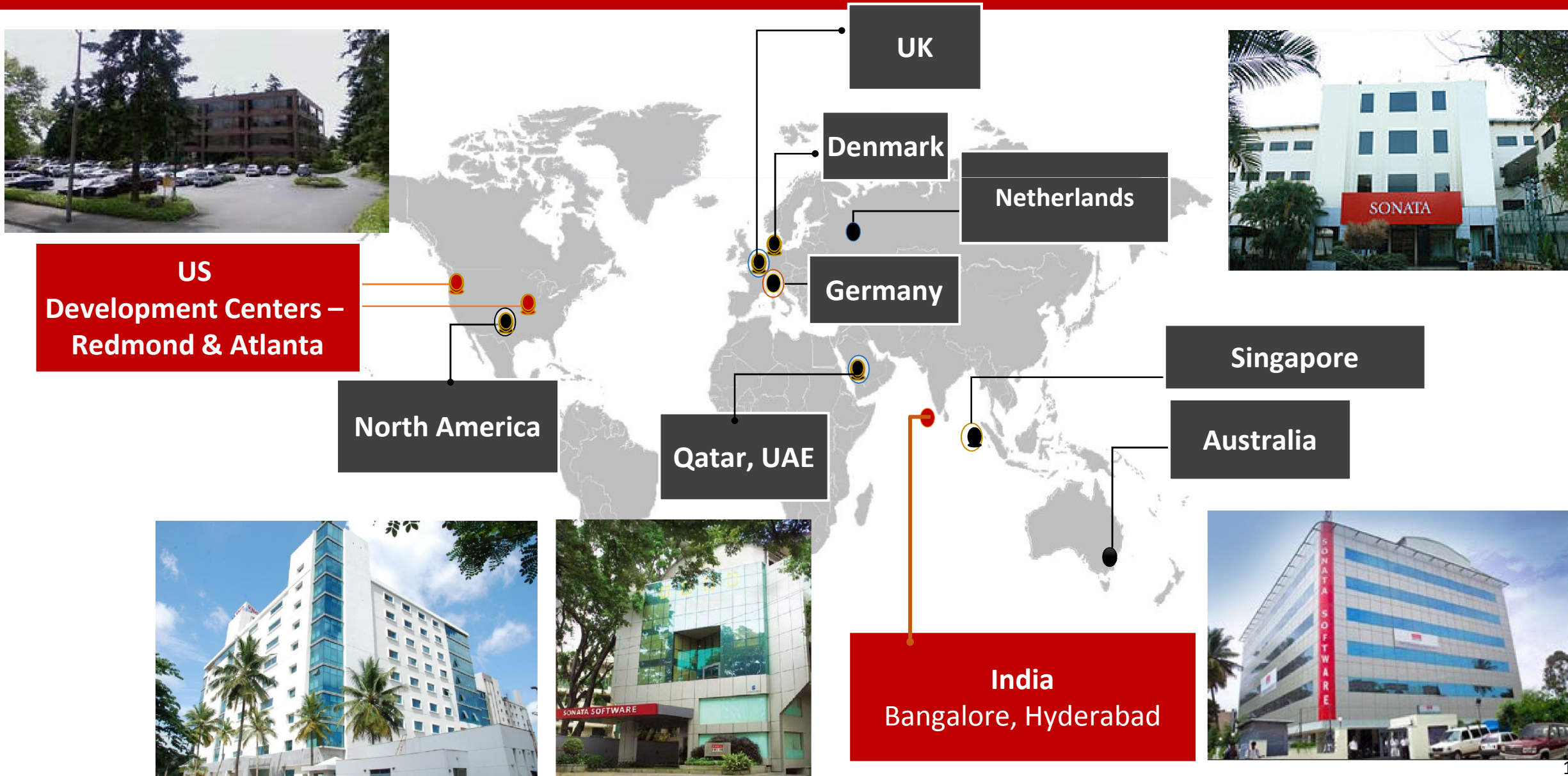
Business Need: Upgrade reservations systems across core Rail and ancillary package sales

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

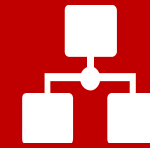


EMPLOYEE PRODUCTIVITY

- 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

	2021	2020	2019
CASH FLOWS	275.54	191.19	170.00
Net income	992.9	623.29	592.9

Result Snapshot – Q1 FY 18

Results Summary:

Description	For the Quarter ended				
	30/Jun/17	31/Mar/17	QoQ	30/Jun/16	YoY
Revenues					
International IT Services	211.3	204.0	4%	195.7	8%
Domestic- Products & Services	434.1	489.3	-11%	420.9	3%
Consolidated	634.5	685.8	-7%	609.4	4%
EBITDA					
International IT Services *	49.8	44.0	13%	51.2	-3%
Domestic- Products & Services *	15.1	14.0	8%	15.2	-1%
Consolidated *	64.5	57.1	13%	65.7	-2%
PAT					
International IT Services	34.5	27.1	27%	34.5	0%
Domestic- Products & Services	8.6	8.4	2%	8.8	-3%
Consolidated	43.0	35.5	21%	43.4	-1%

* Includes "exceptional Item" Interest income received on Income-Tax refund of Rs 0.94 crore in Q1 of FY2017-18 (of which Domestic relates to Rs.0.45 crore and balance Rs. 0.49 crore relates to International), and Rs. 1.11 crores in Q1 of FY2016-17 (relating to Domestic).

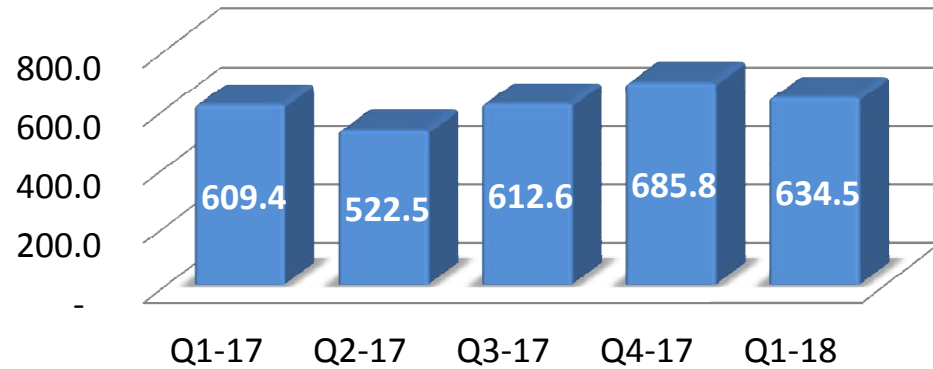
Reconciliation for previous quarters from IGAAP to IndAS:

International Services	Quarter Ended	
	31/3/17	30/6/16
PAT as per I GAAP (Rs. Crores)	32.0	28.0
Adjustments for IndAS:		
Fair Valuation of Current investments & Trust income	1.2	1.0
Employee Benefit Expenses (Gratuity & ESOP)	(0.1)	(0.5)
Mark to Market impact on Forward Contracts	(1.1)	(1.0)
Fx movement pertaining to Foreign Operations	(3.4)	7.7
Accounting for amortization of Intangibles (net)	(0.4)	(0.4)
Tax impact on above adjustments & others	(1.0)	(0.2)
As per IndAS (Rs. Crores)	27.1	34.5

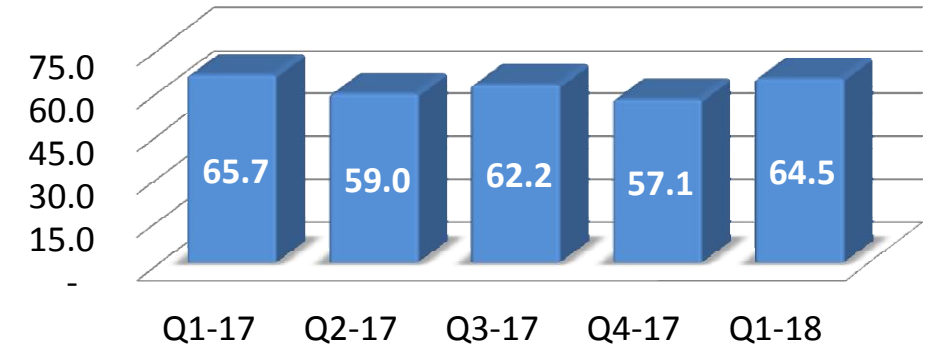
Consolidated	Quarter Ended	
	31/3/17	30/6/16
PAT as per I GAAP (Rs. Crores)	40.4	36.8
Adjustments for IndAS:		
Fair Valuation of Current investments & Trust income	1.2	1.0
Employee Benefit Expenses (Gratuity & ESOP)	(0.1)	(0.5)
Mark to Market impact on Forward Contracts	(1.1)	(1.0)
Fx movement pertaining to Foreign Operations	(3.4)	7.8
Accounting for amortization of Intangibles (net)	(0.4)	(0.4)
Adjustment for Non controlling interest	(1.0)	(0.2)
As per IndAS (Rs. Crores)	35.5	43.4

The Company has presented, for the first time, its consolidated financial results under Indian Accounting Standards ("Ind AS") from April 01, 2017 and accordingly these financial results have been prepared in accordance with the recognition and measurement principles laid down in Ind AS. Financial results for the comparative period have also been presented in accordance with the recognition and measurement principles of Ind AS

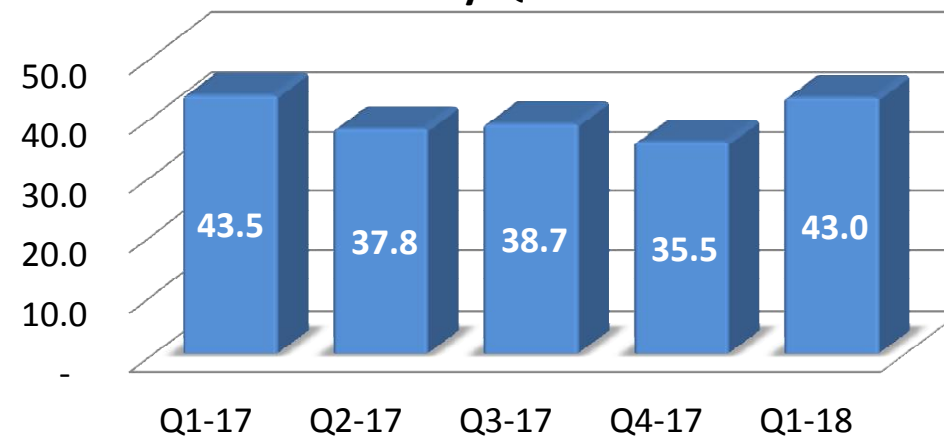
Revenue - by Quarter



EBIDTA - by Quarter



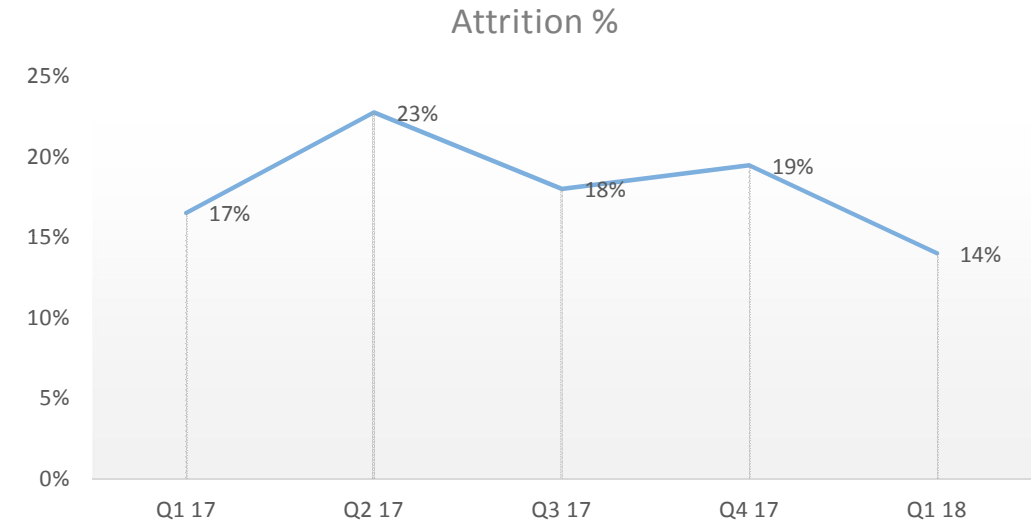
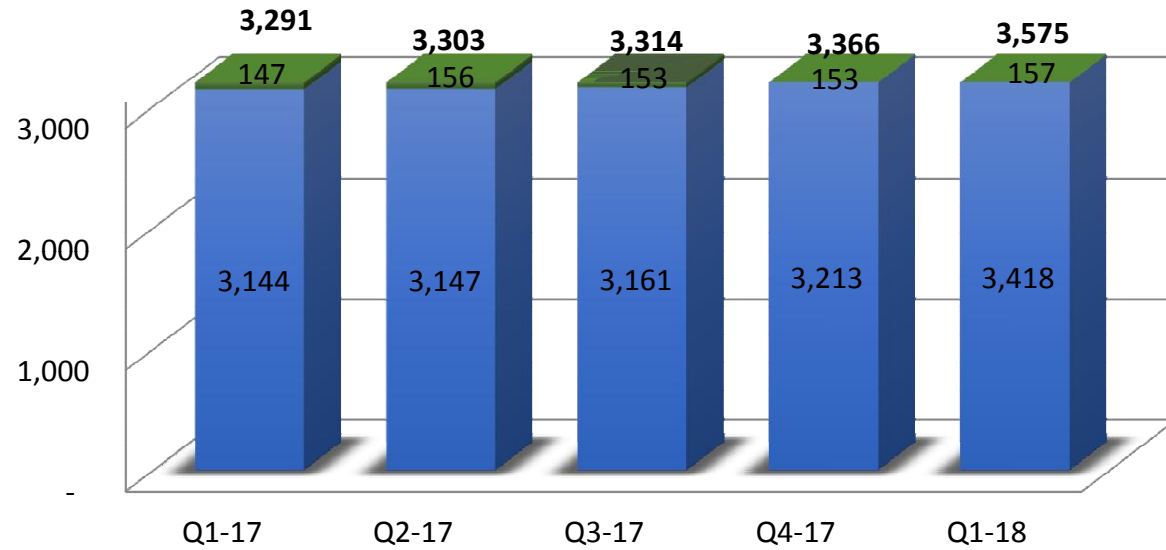
PAT - by Quarter



Note:-

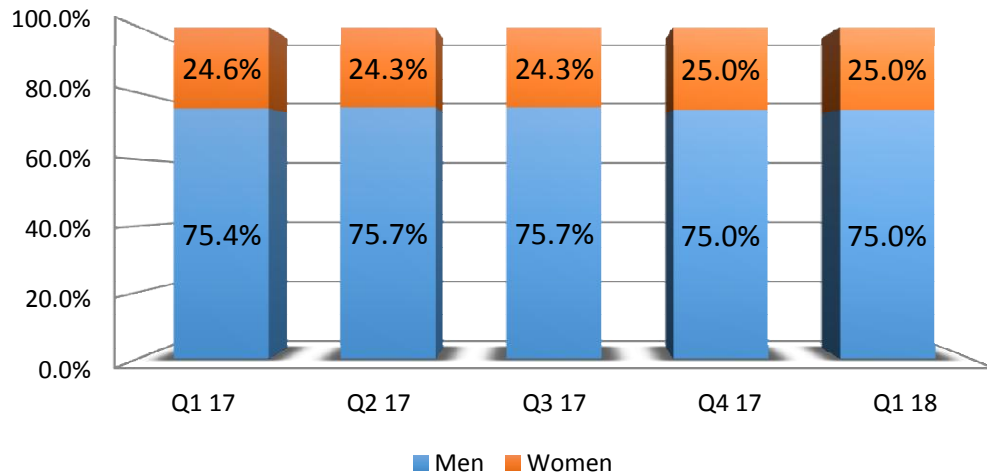
1. Figures of Q1-17, Q4-17 and Q1-18 are based on Ind AS
2. Figures of Q1-17, Q4-17 are reinstated for Ind AS impact

Consolidated – Human Capital

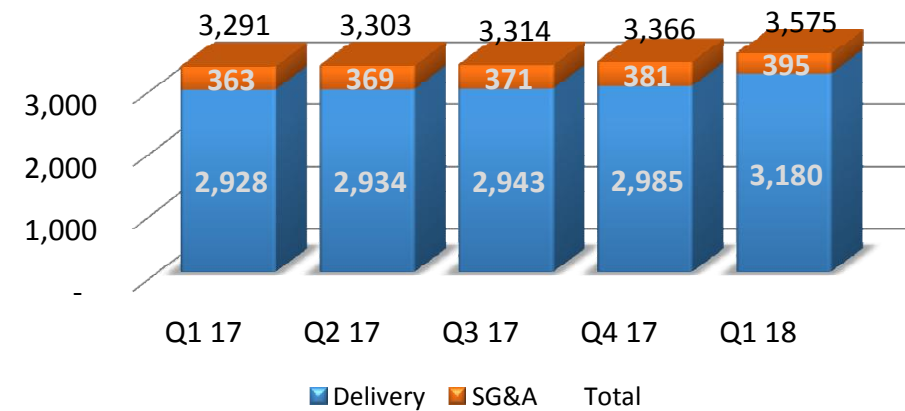


■ International Service ■ Domestic Products & Service

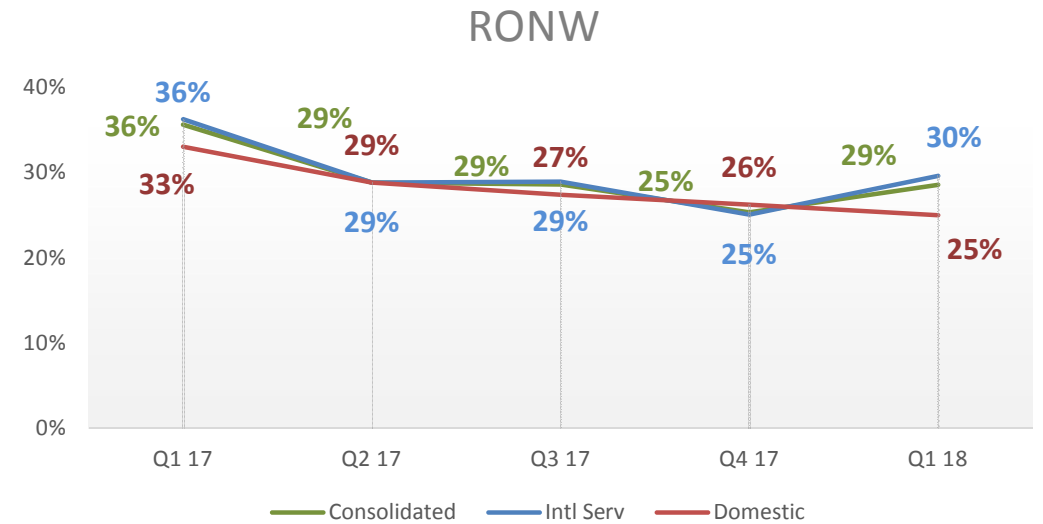
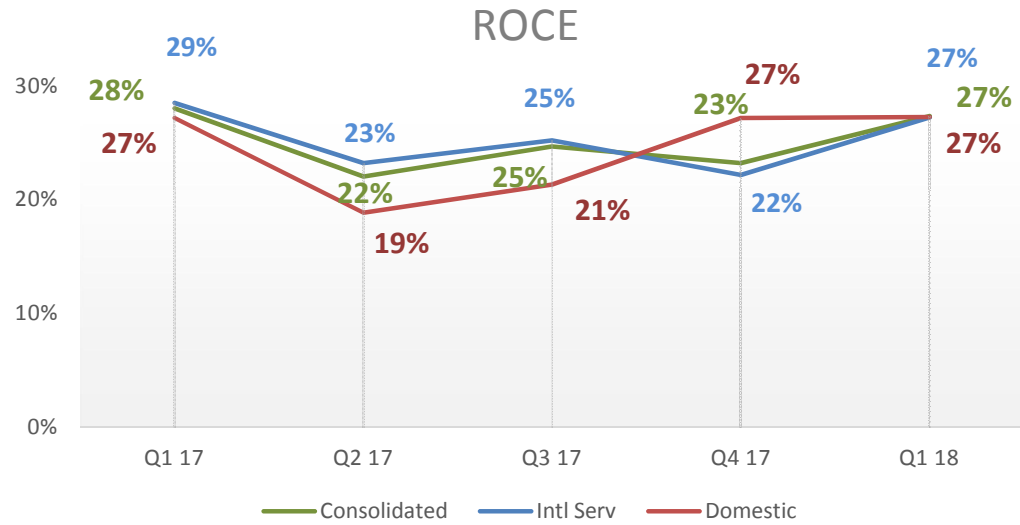
Diversity



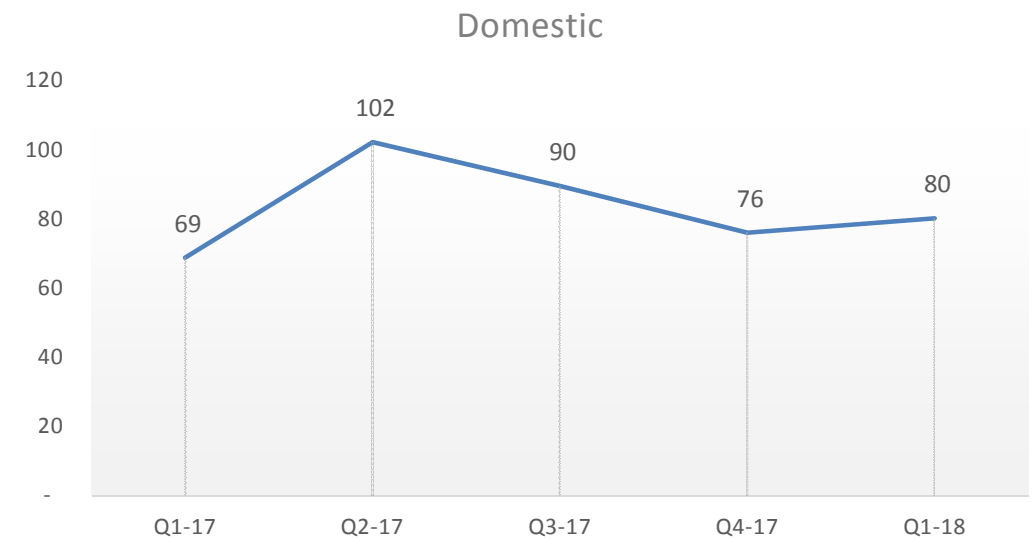
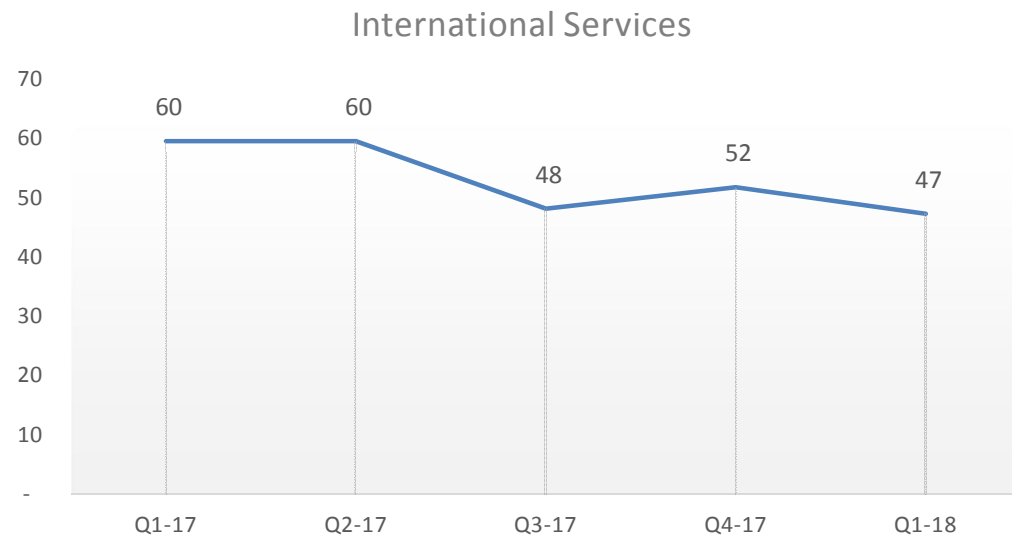
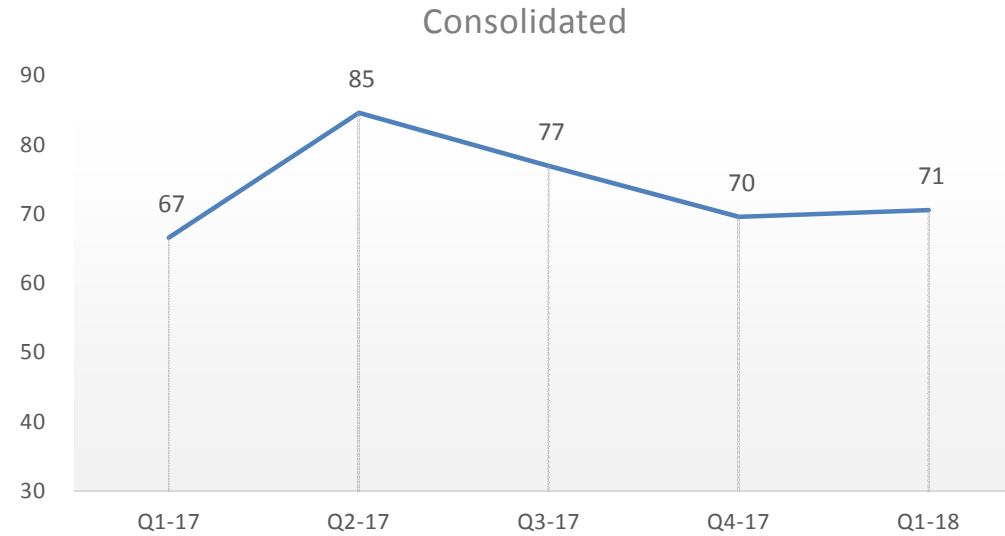
Head count mix



Consolidated - ROCE & RONW



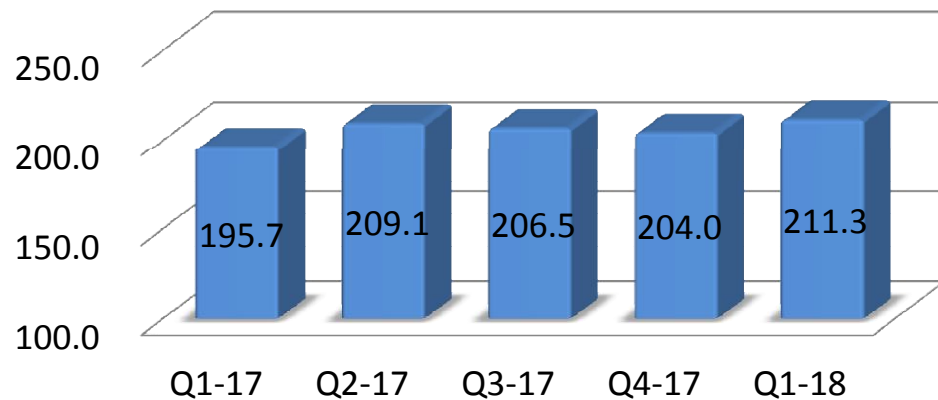
Consolidated - Day Sales Outstanding



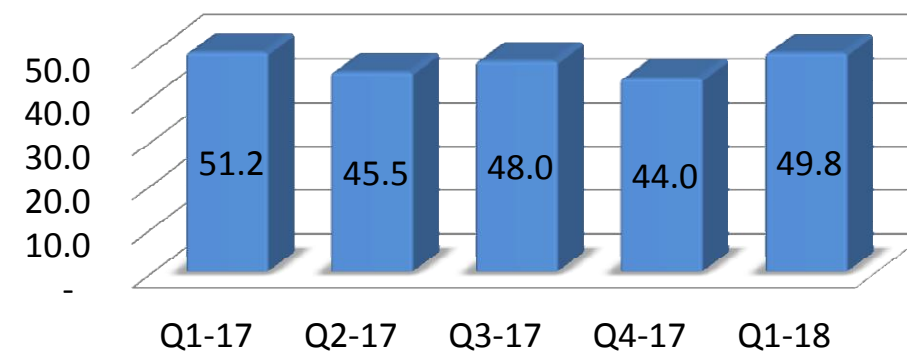
International IT services - Financials

INR Crores

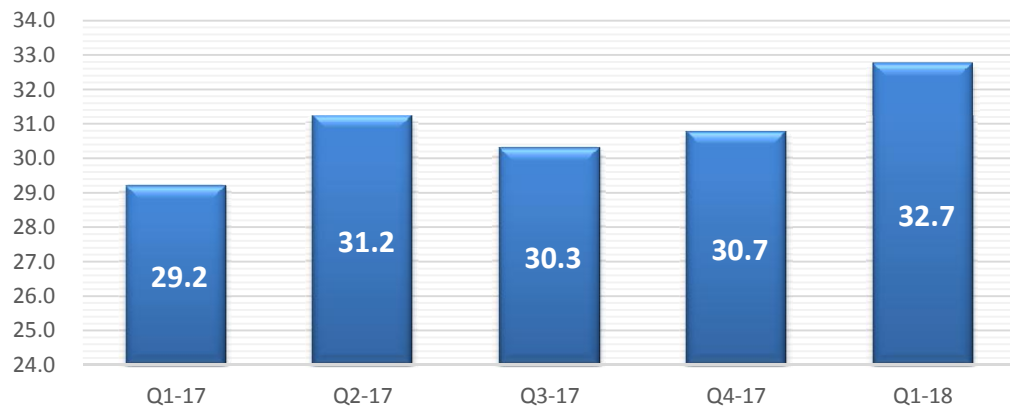
Revenue - by Quarter



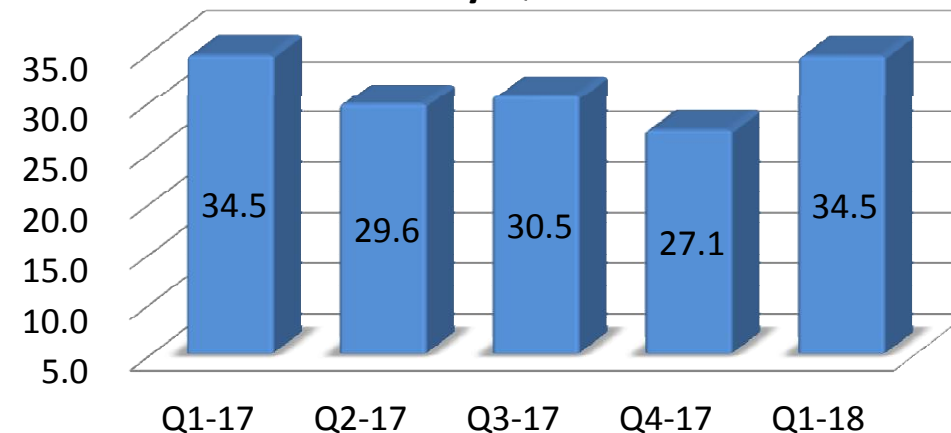
EBIDTA - by Quarter



Revenue \$ mn



PAT - by Quarter

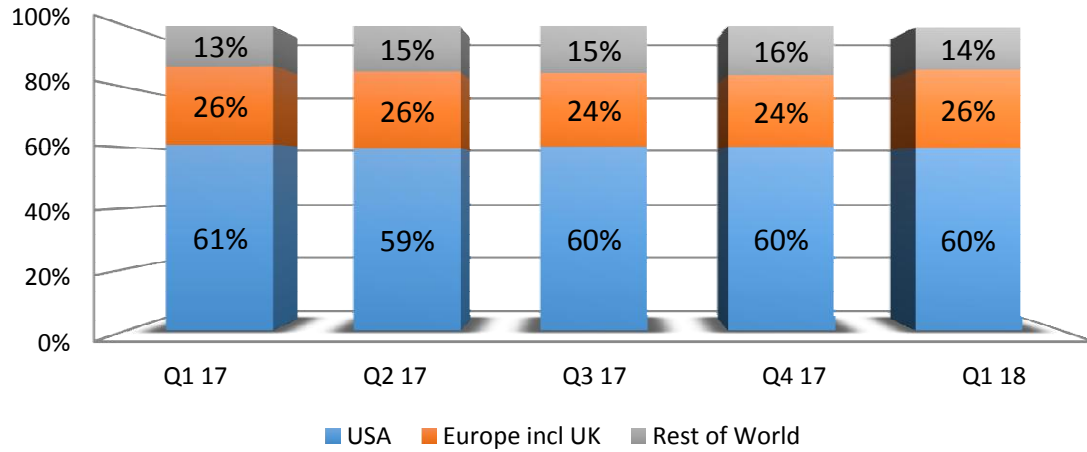


Note:-

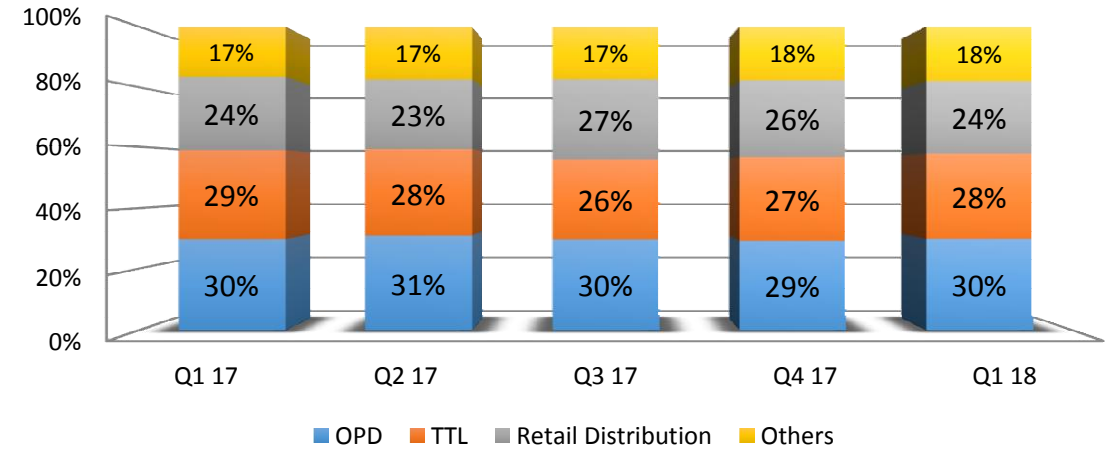
- 1. Figures of Q1-17, Q4-17 and Q1-18 are based on Ind AS
- 2. Figures of Q1-17, Q4-17 are reinstated for Ind AS impact

International IT Services - Revenue Mix

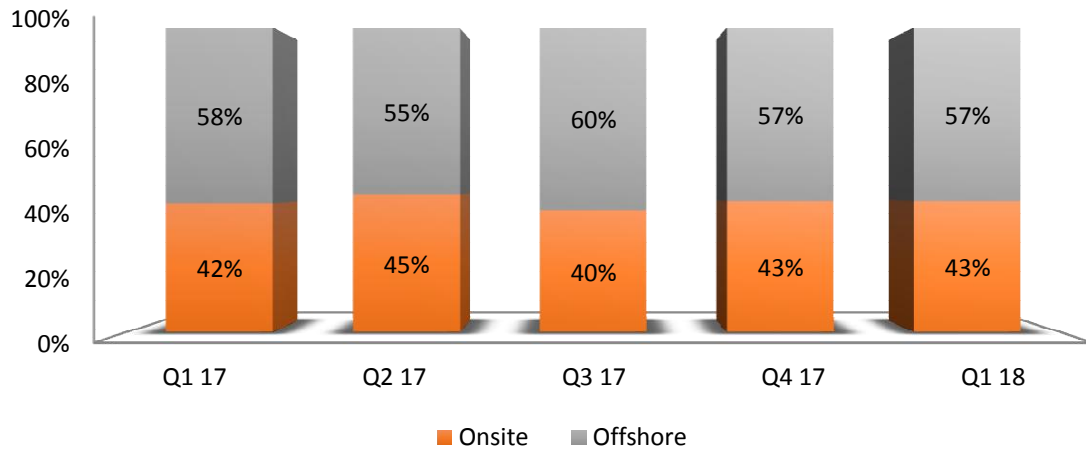
Geography



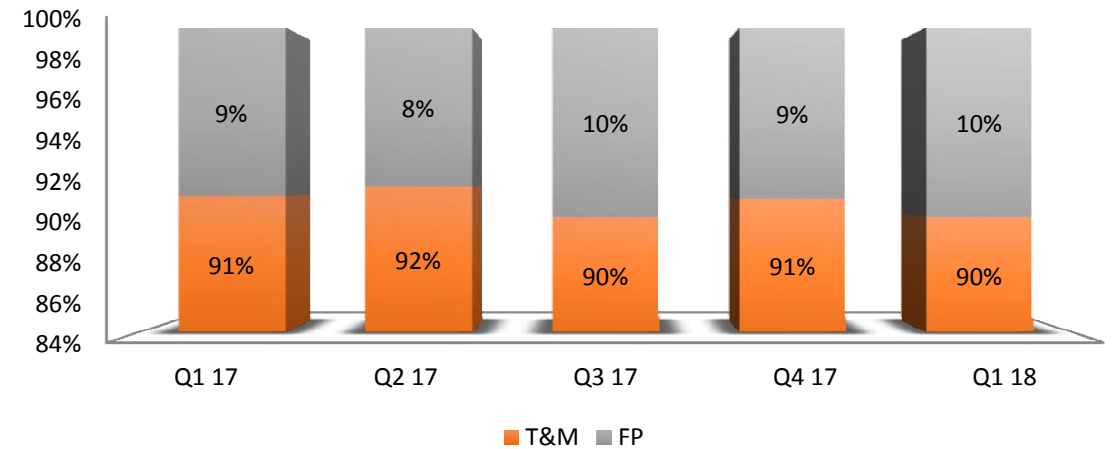
Vertical



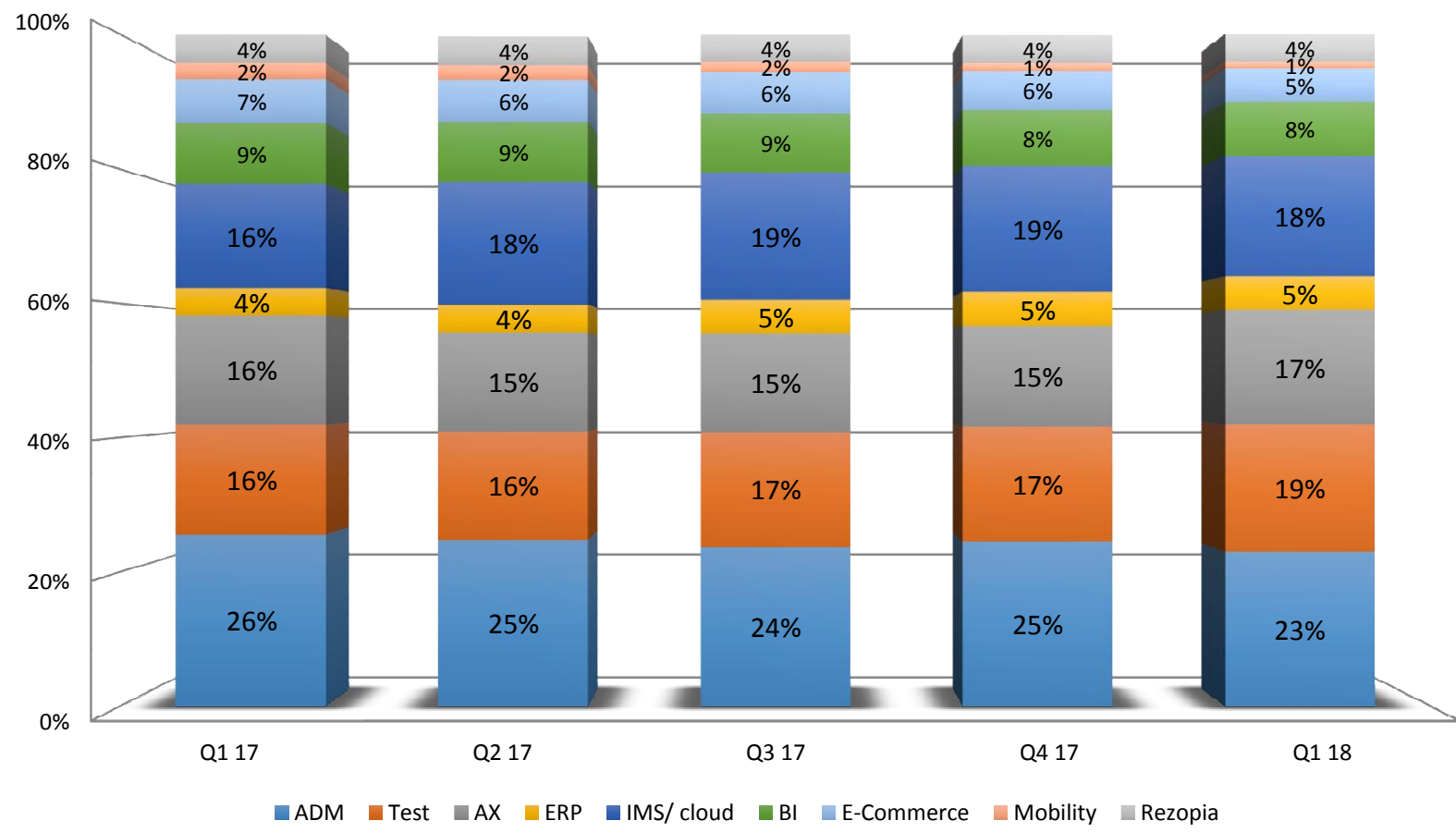
Onsite / Offshore



Revenue Type

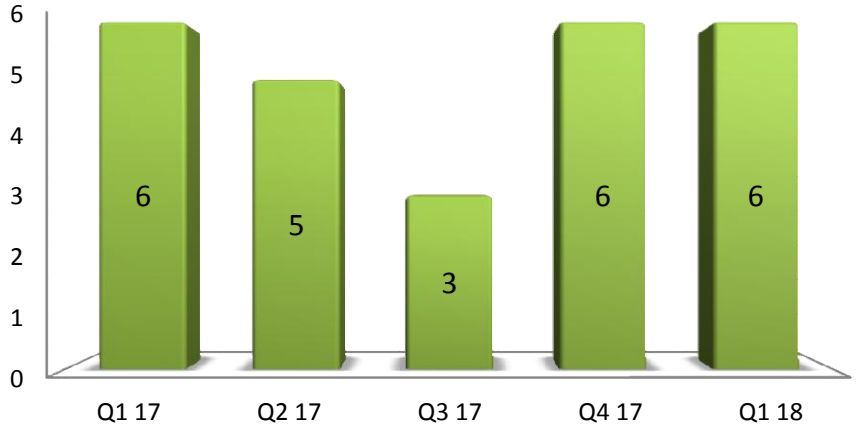


International IT Services - Revenue by Competency

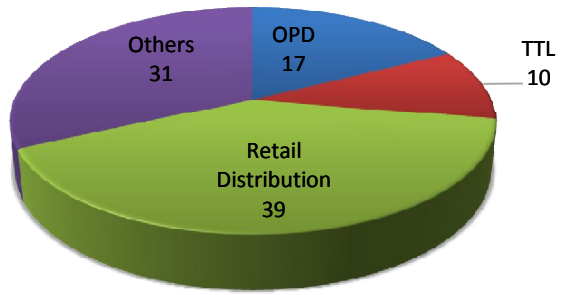


International IT Services - Revenue by Customers

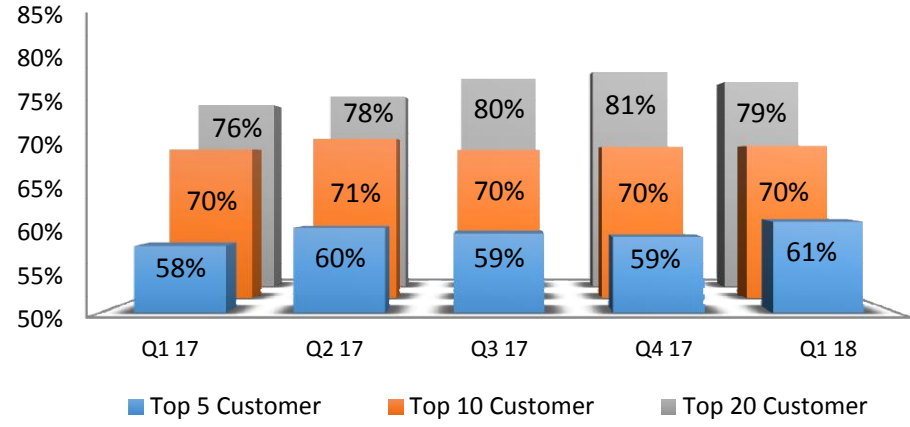
New Customers



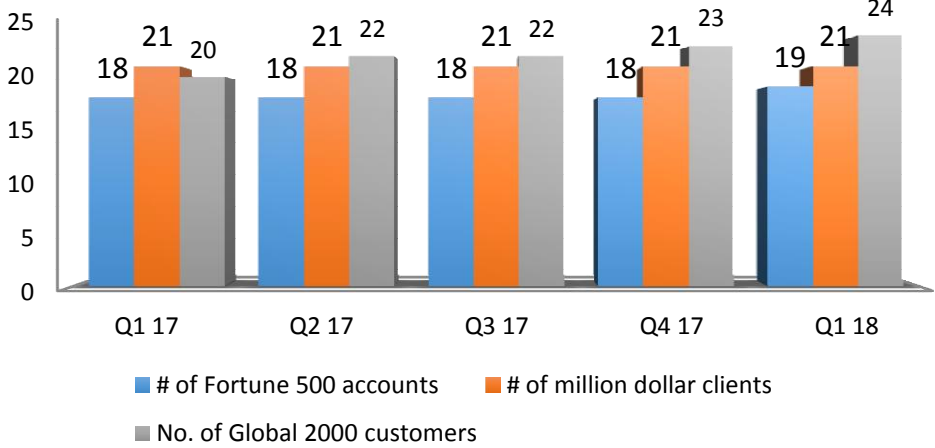
No. of customers by Vertical



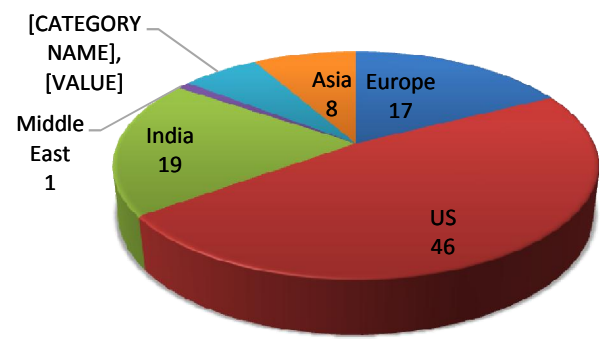
Revenue from Top Customers



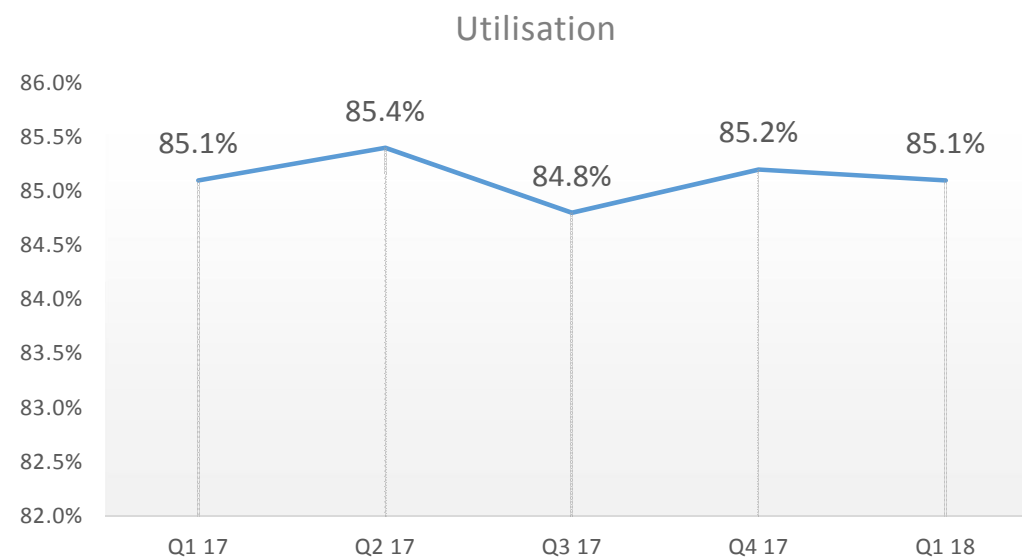
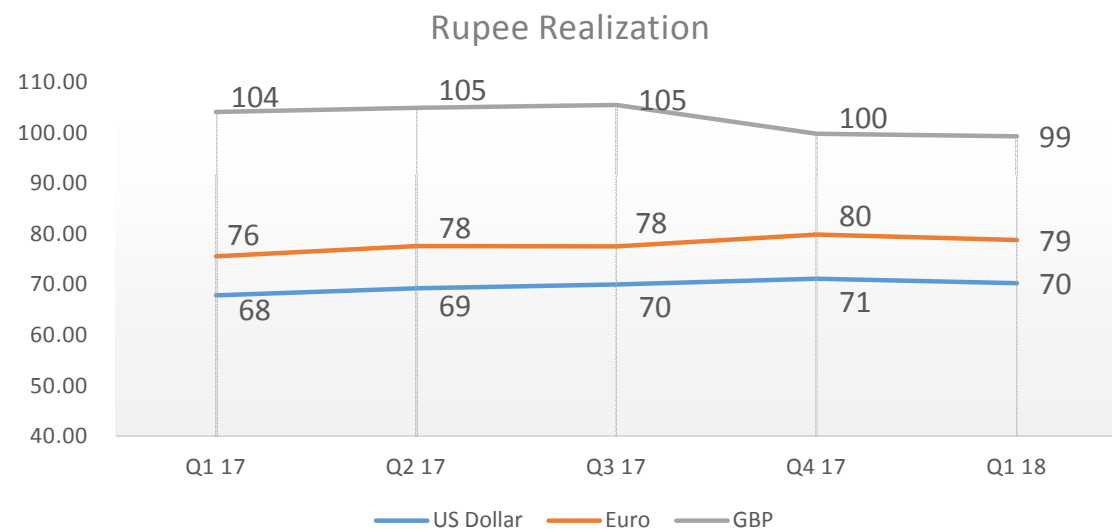
Customer Category



No. of customers by Geo



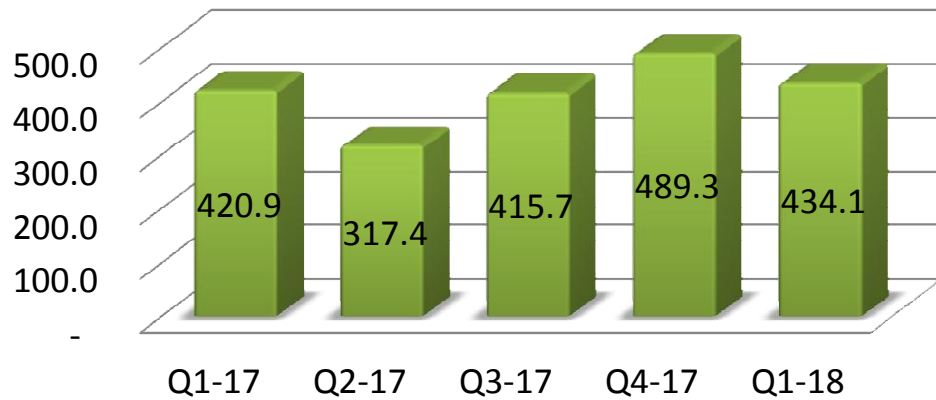
Utilization / Forward Cover Realization



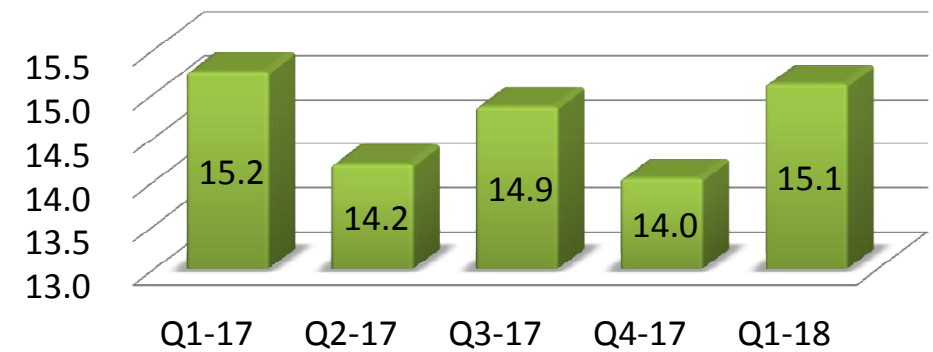
Domestic Product & Services - Financials

INR Crores

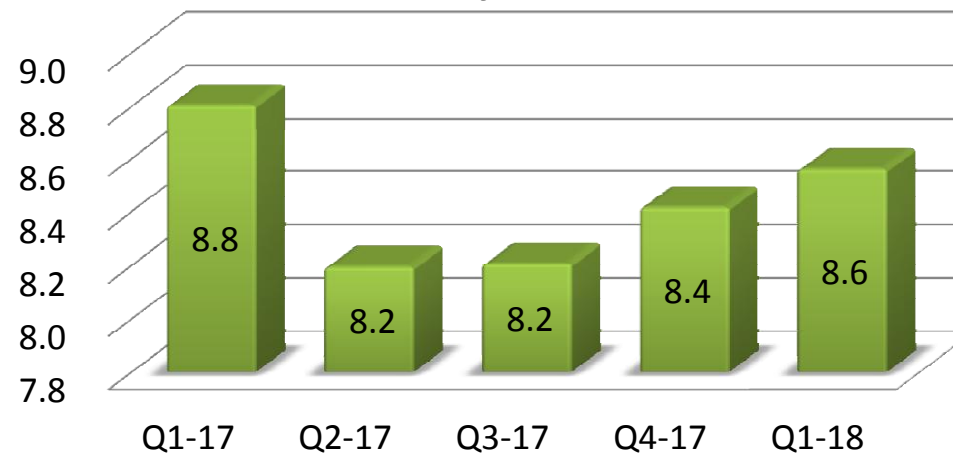
Revenue - by Quarter



EBIDTA - by Quarter



PAT - by Quarter



Note:-

1. Figures of Q1-17, Q4-17 and Q1-18 are based on Ind AS
2. Figures of Q1-17, Q4-17 are reinstated for Ind AS impact

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