



SONATA SOFTWARE LIMITED

8th February, 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

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 ended 31st December, 2018.

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

Kindly take the same on record.

Thanking you,

Yours faithfully,

For **Sonata Software Limited**

Kundan K. Lal
Company Secretary and Compliance Officer

Pioneering with **PLATFORMATION**



Platform-based
Digital Business Transformation

Sonata Software
Investor Deck
Q3 FY 18-19

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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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



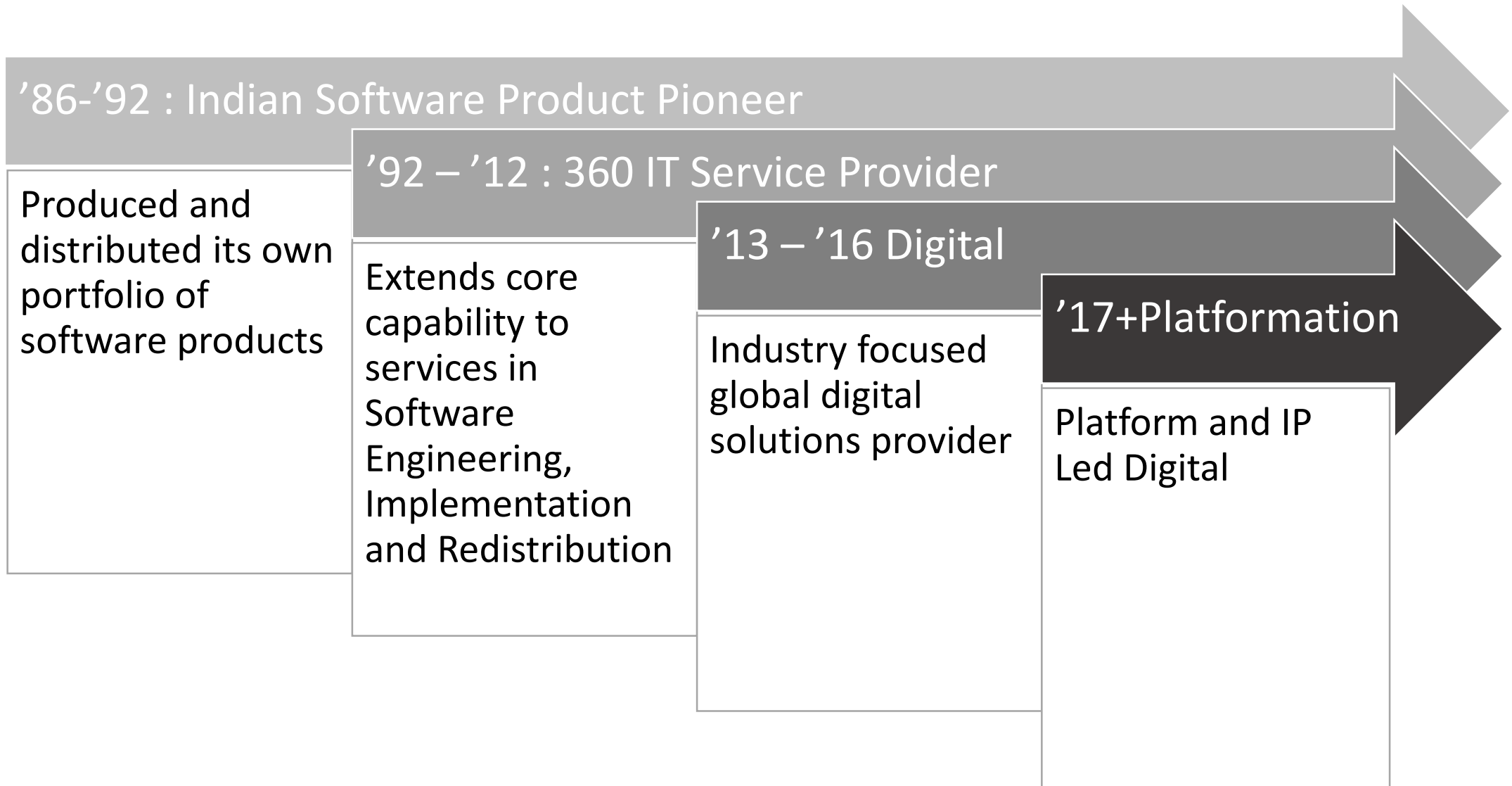
For the Employee
A fun & fearless environment where
the potential & passion for work
flourishes



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



Sonata - 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



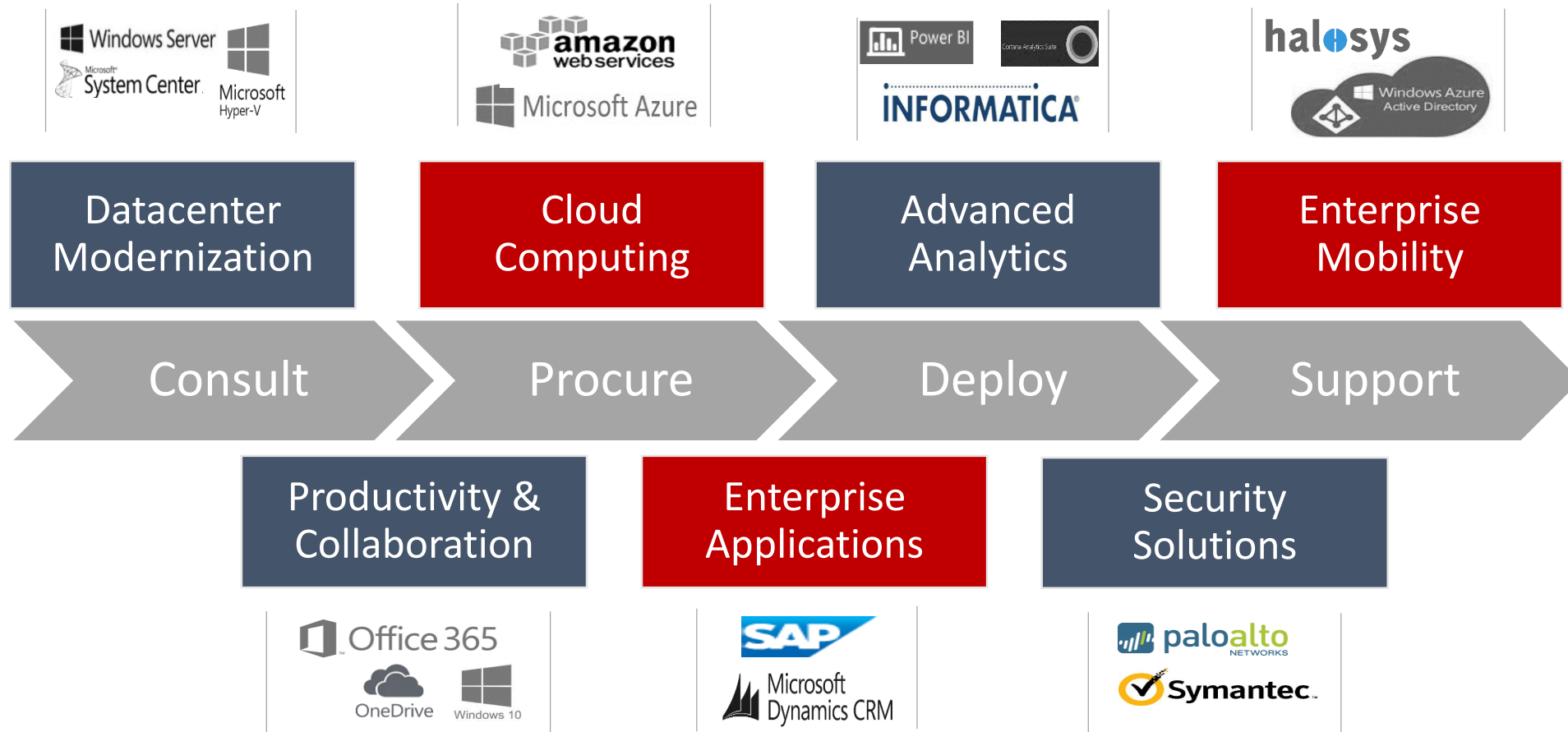
Cortana Intelligence

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



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

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

*Enhanced business responsiveness thru next gen IT Appliances
Leading Bank*

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 15%+ CAGR over last 4 years
 - PAT growth at 25 %+ CAGR for 4 years
- Strong Balance sheet
- Regular Dividend payout



A responsible corporate citizen - Platforms for social good



Designed and developed an omnichannel-enabled craft storefront to drive market access for handicraft producers

Partner: Industree Crafts Foundation



Built a multipurpose technology platform combining storefront, virtual classrooms, and digital archives

Partner: WomenWeave - The Handloom School



Fostering next-gen business ideas through technology incubation in a top Indian engineering college

Partner: CEDI-NITT



Financials

(Q3 2018-19)

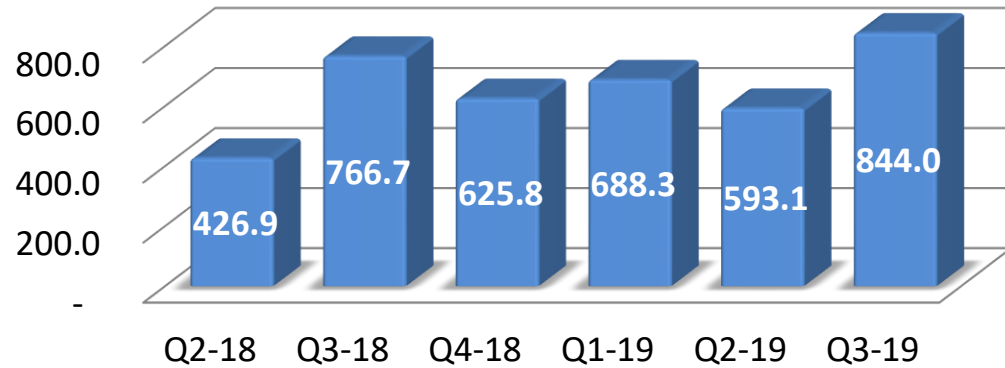
Result Snapshot – Q3 FY 19

INR Crores

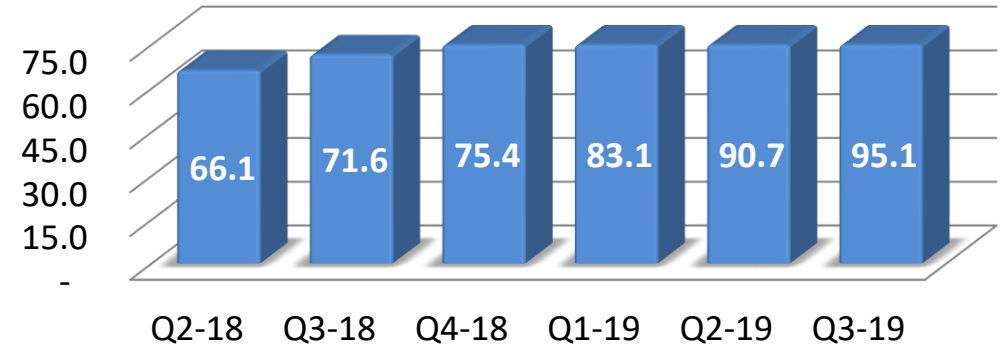
<i>in ₹ Crores</i>								
<i>Description</i>	<i>For the Quarter ended</i>					<i>For the nine months ended</i>		
	<i>31-Dec-18</i>	<i>30-Sep-18</i>	<i>31-Dec-17</i>	<i>QoQ</i>	<i>YoY</i>	<i>31-Dec-18</i>	<i>31-Dec-17</i>	<i>YoY</i>
Revenues								
International IT Services	284.0	275.3	240.8	3%	18%	816.4	686.7	19%
Domestic- Products & Services	563.2	325.9	530.3	73%	6%	1,326.3	1,158.1	15%
Consolidated	844.0	593.1	766.7	42%	10%	2,125.4	1,828.1	16%
EBITDA								
International IT Services	76.0	73.5	56.8	3%	34%	216.2	159.3	36%
Domestic- Products & Services	19.5	17.7	15.4	10%	26%	53.9	44.6	21%
Consolidated	95.1	90.7	71.6	5%	33%	268.8	202.2	33%
PAT								
International IT Services	52.1	51.2	40.1	2%	30%	150.6	111.7	35%
Domestic- Products & Services	12.0	11.0	9.2	9%	31%	33.4	26.1	28%
Consolidated	64.1	62.2	49.3	3%	30%	183.9	137.8	33%

INR Crores

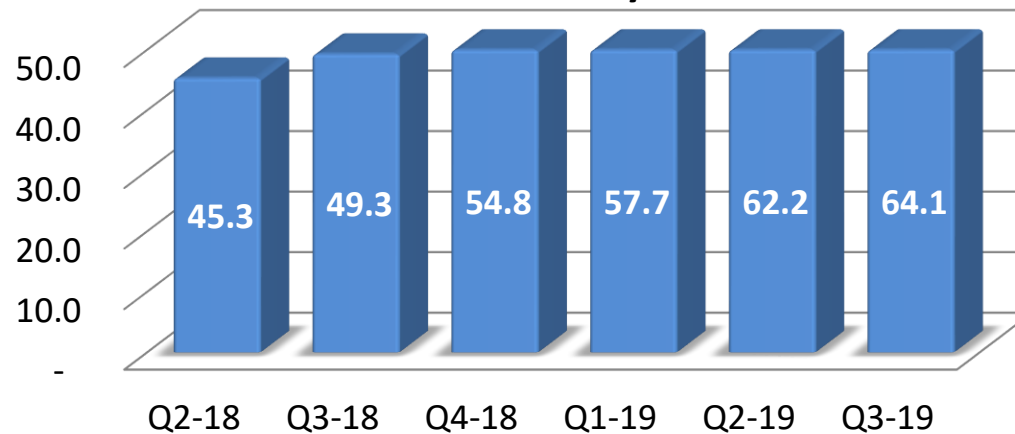
Consolidated Revenue - by Quarter



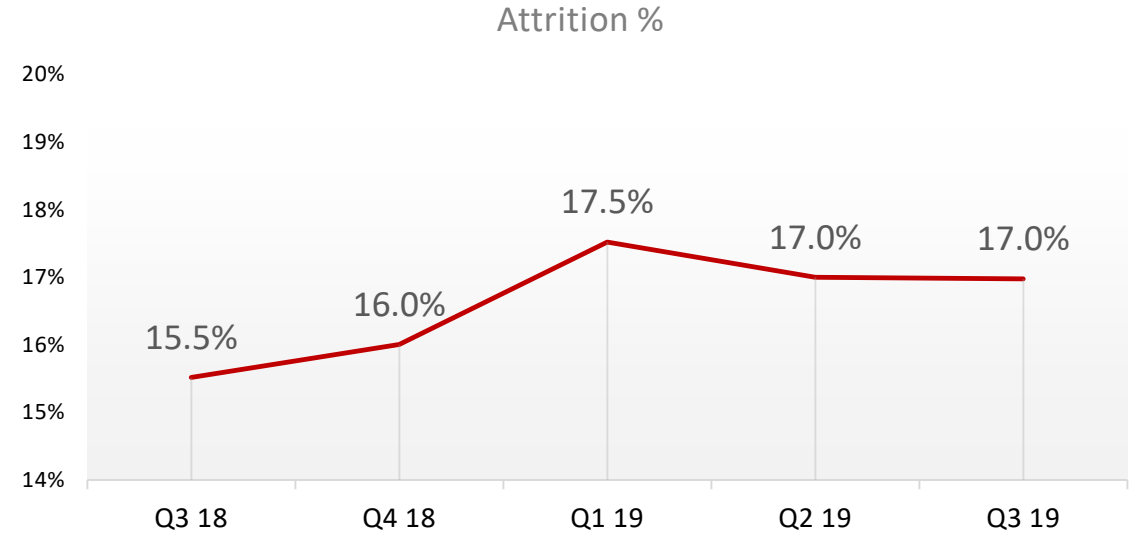
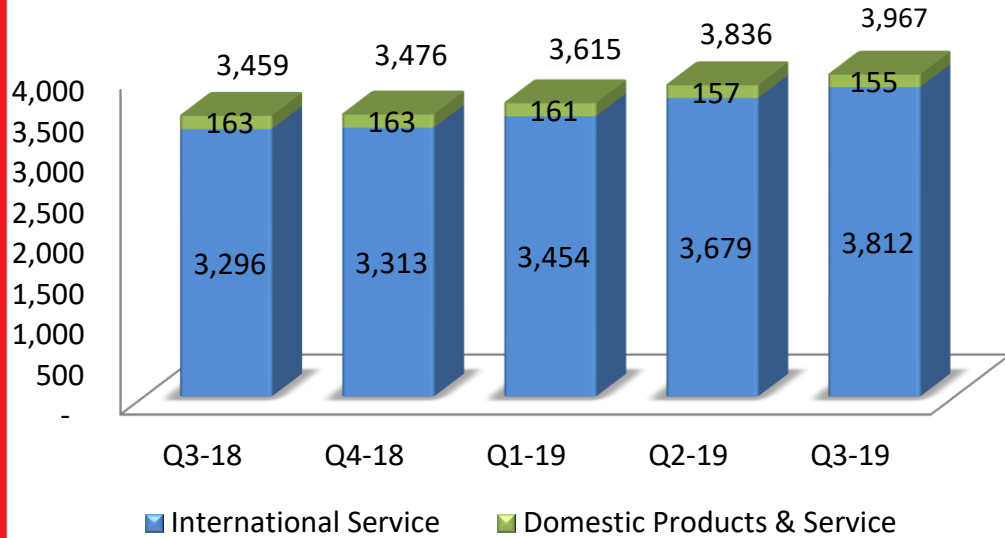
Consolidated EBIDTA - by Quarter



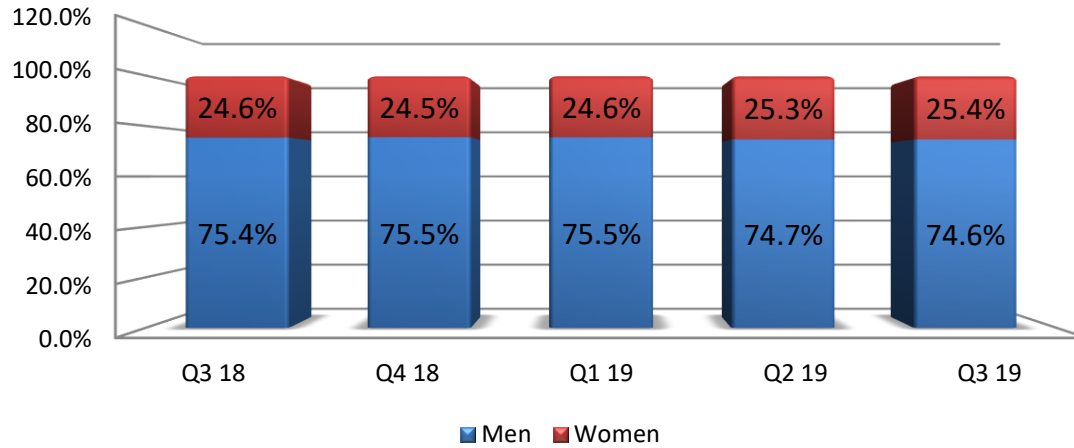
Consolidated PAT - by Quarter



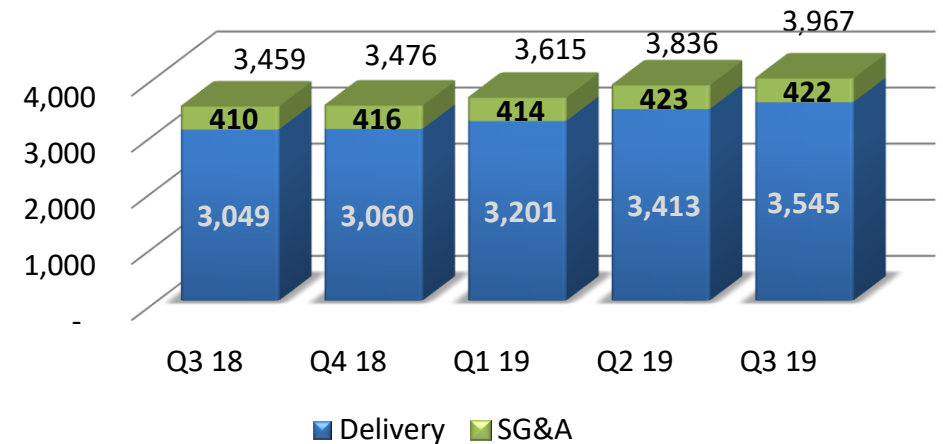
Consolidated – Human Capital



Diversity

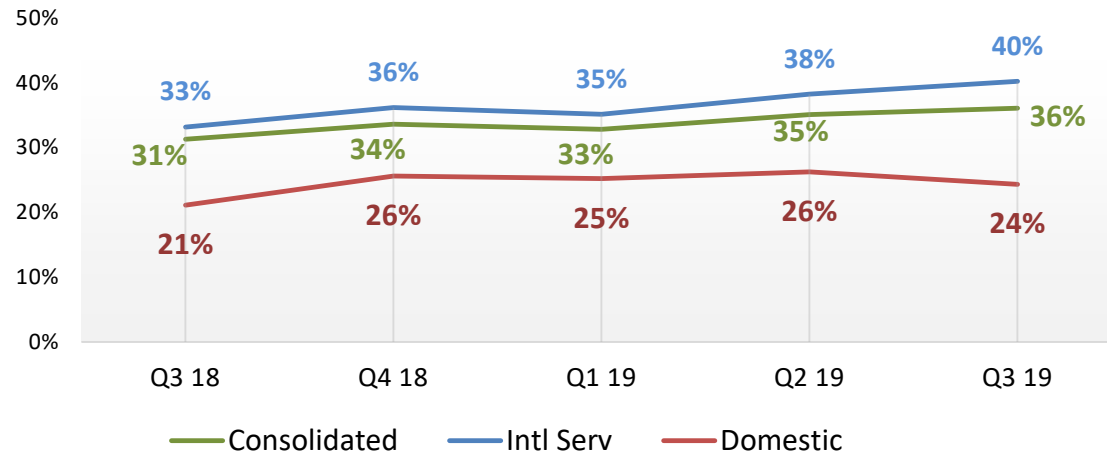


Head count mix

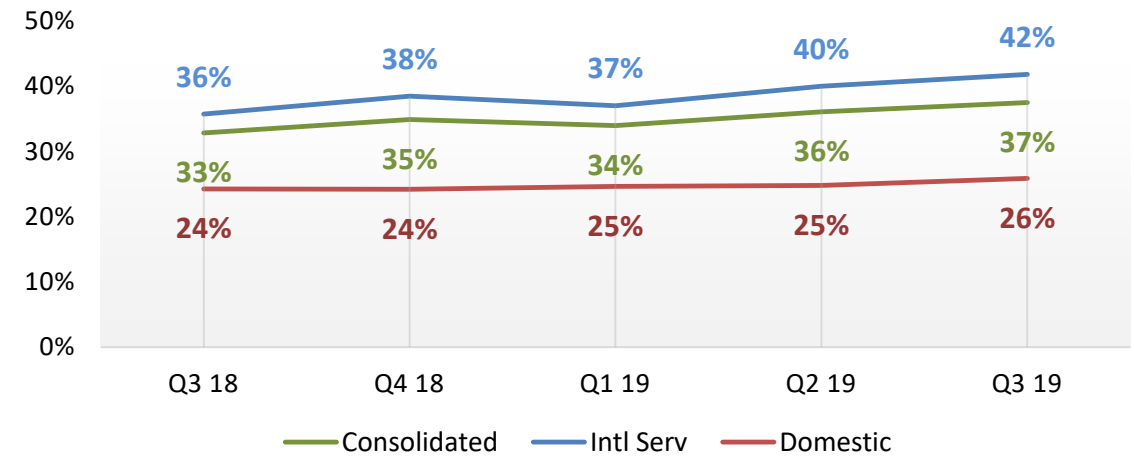


Consolidated – ROCE & RONW

ROCE



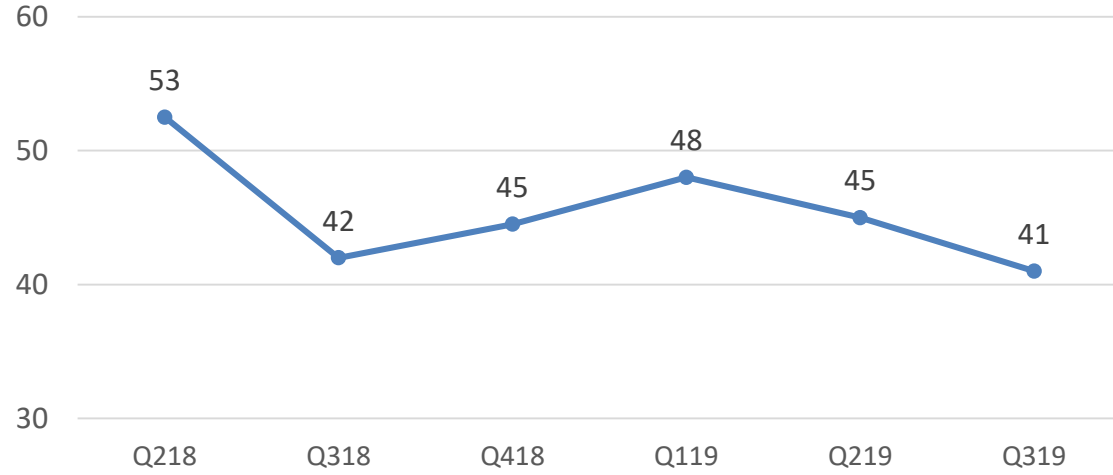
RONW



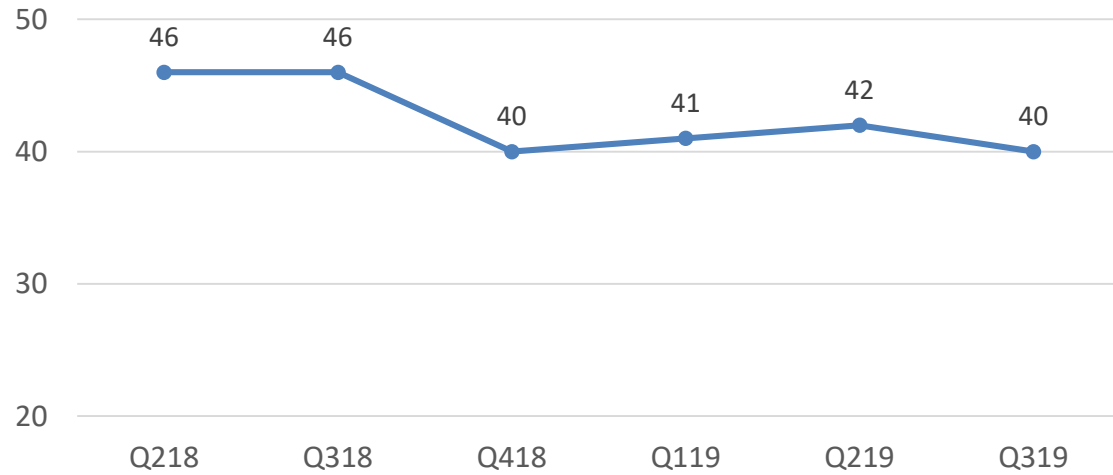
Days Sales Outstanding



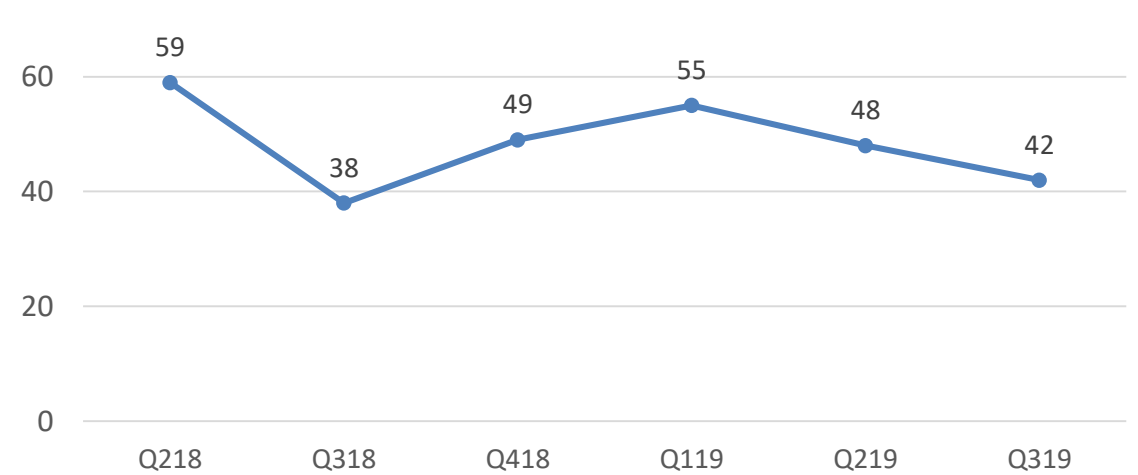
Consolidated- DSO



International Services - DSO



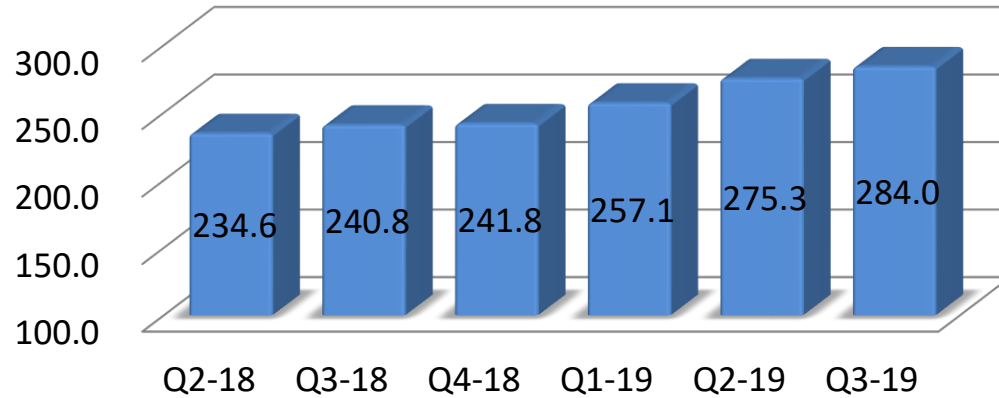
Domestic - DSO



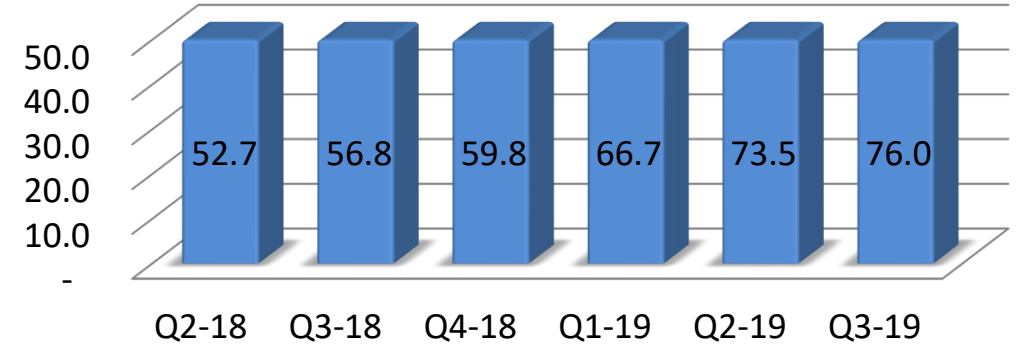
International IT services - Financials

INR Crores

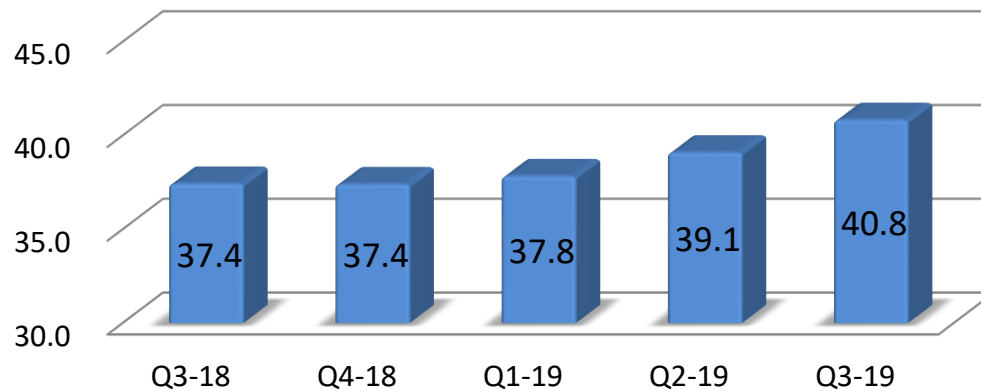
International Services Revenue - by Quarter



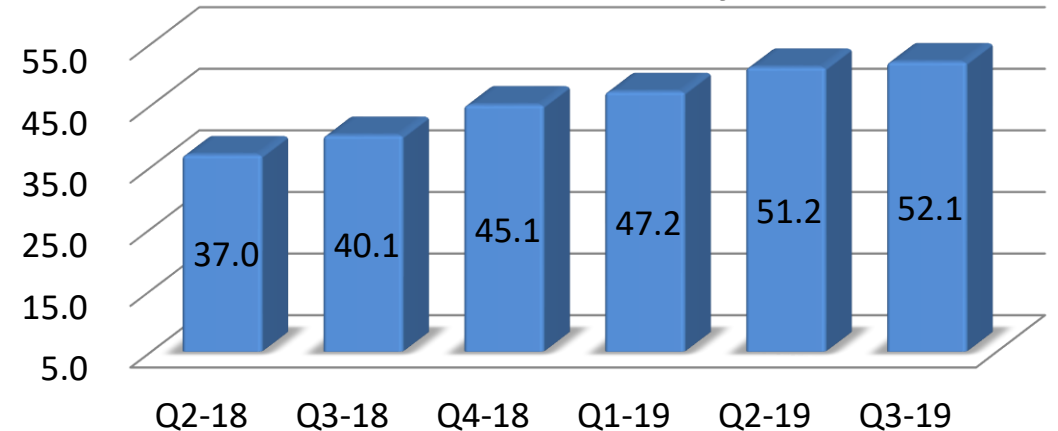
International Services EBIDTA - by Quarter



Revenue \$ mn

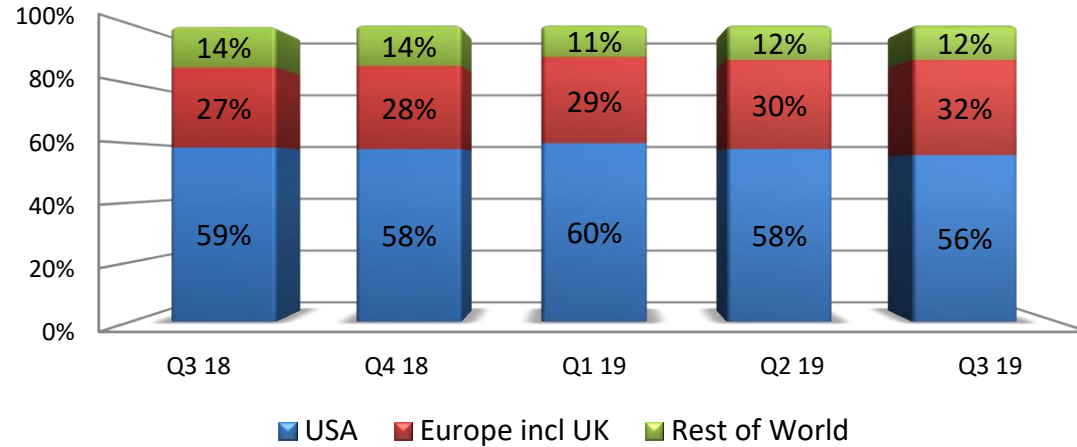


International Services PAT - by Quarter

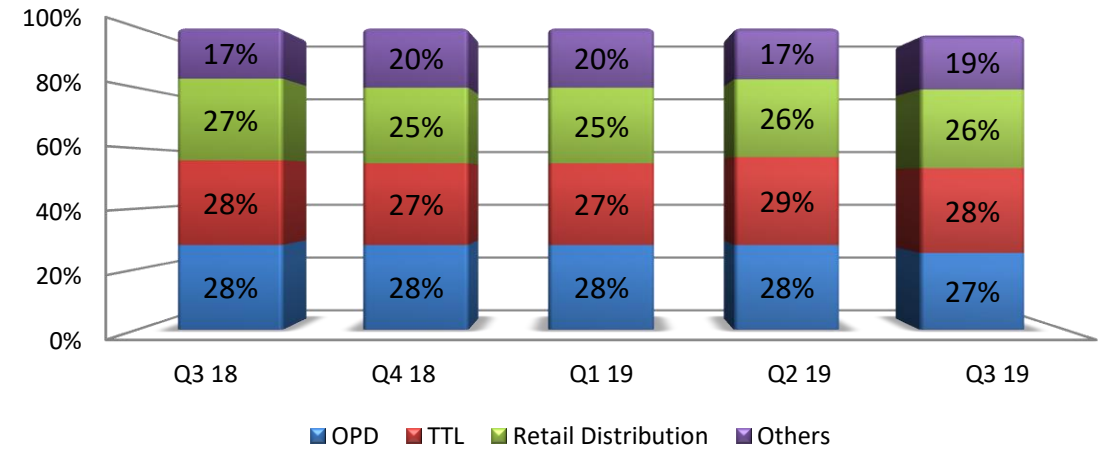


International IT services – Revenue Mix

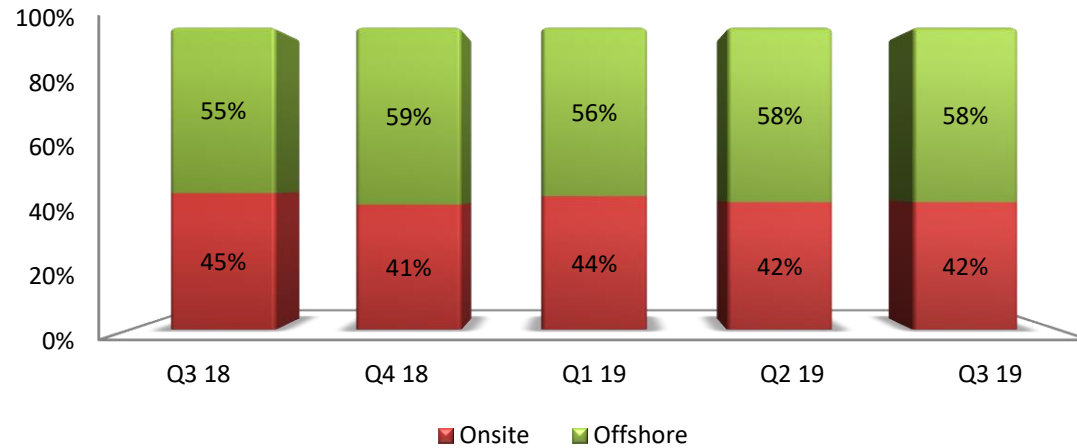
Geography



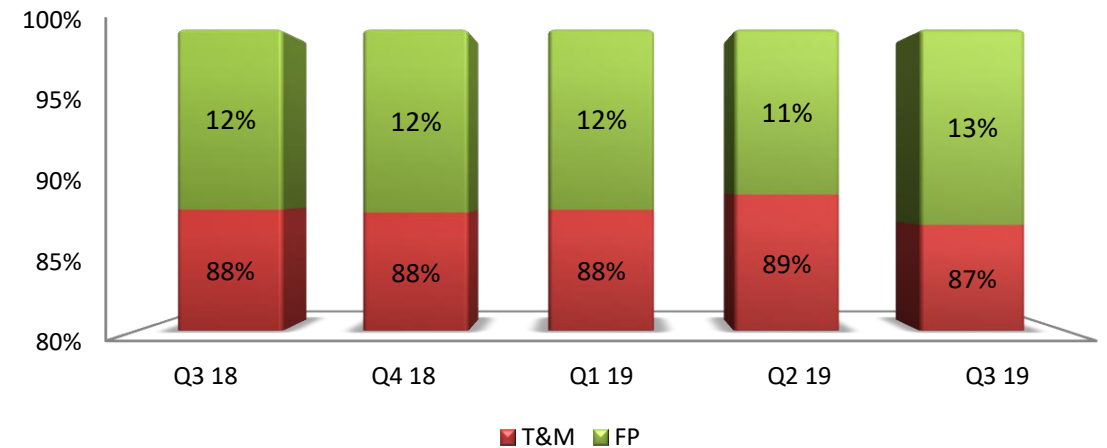
Vertical



Onsite / Offshore

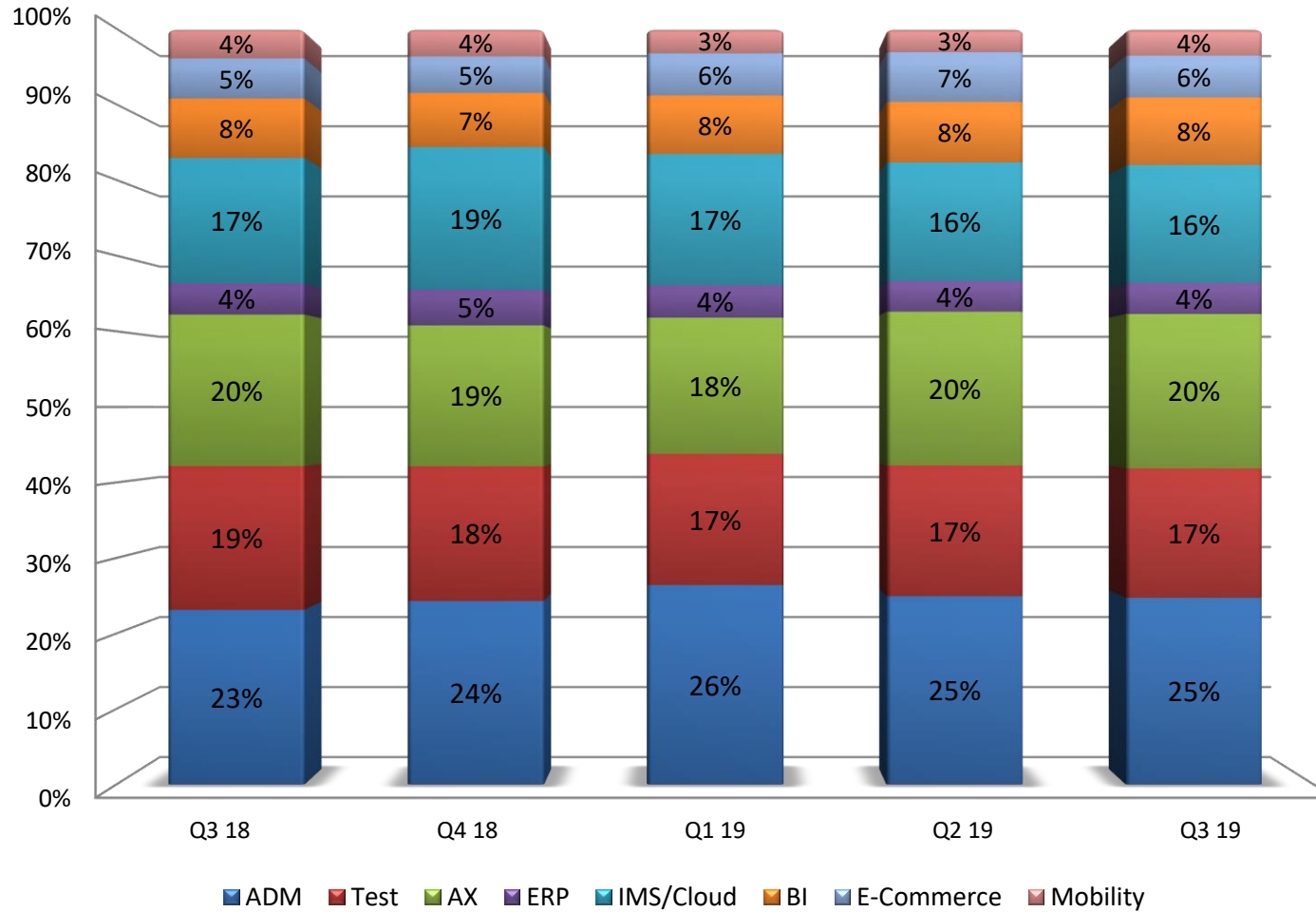


Revenue Type



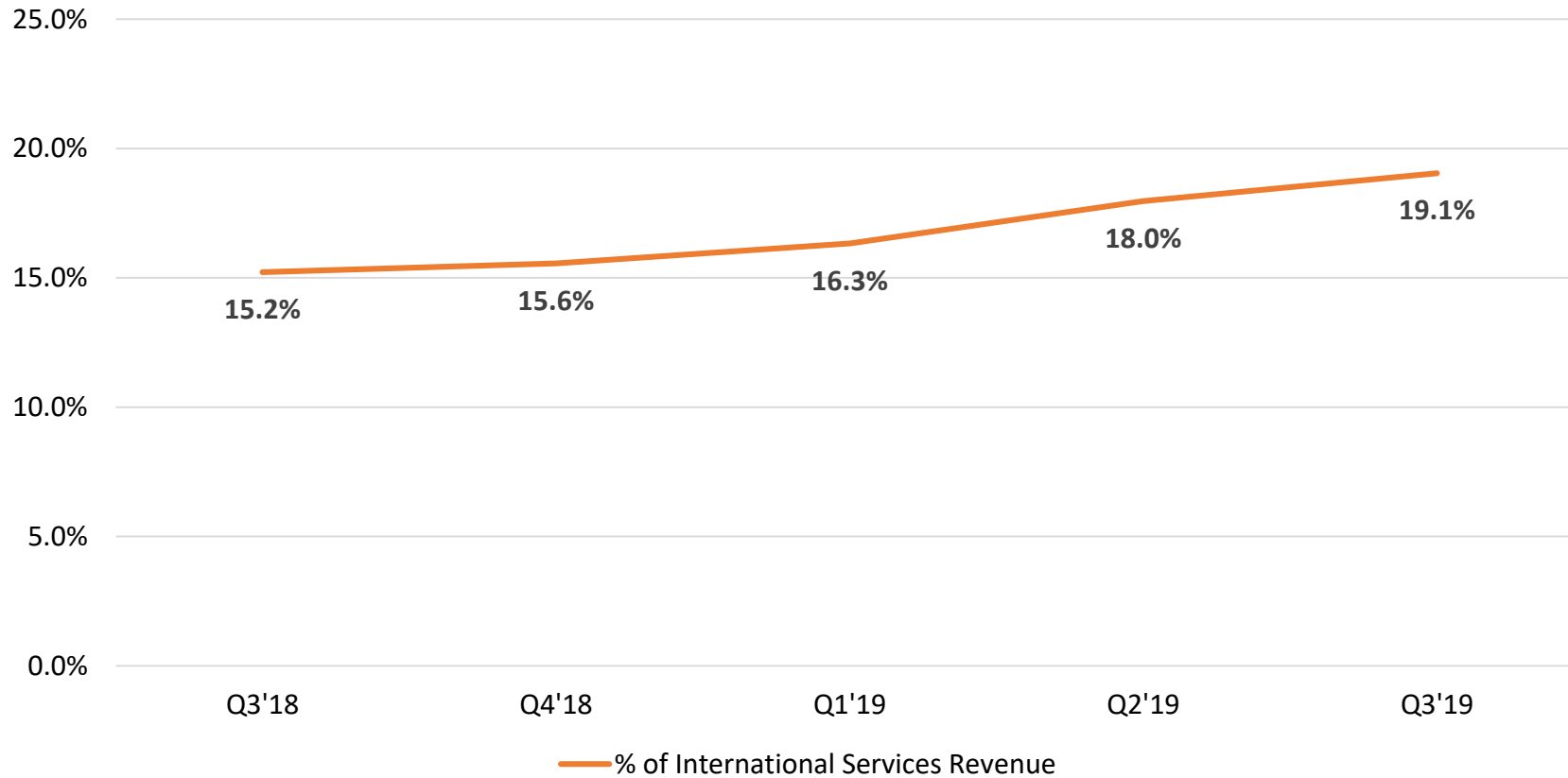
International IT services – Revenue by Competency

Competency



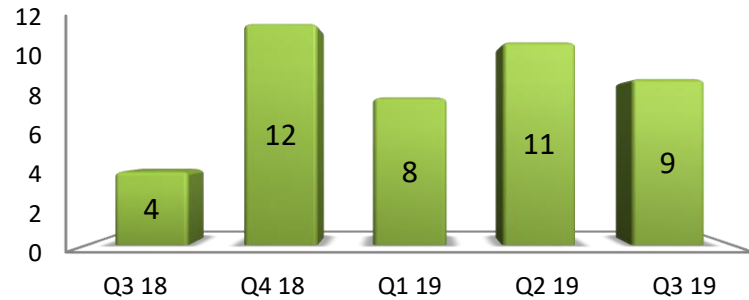
35%
from
Digital

Trend - IP Led Revenues

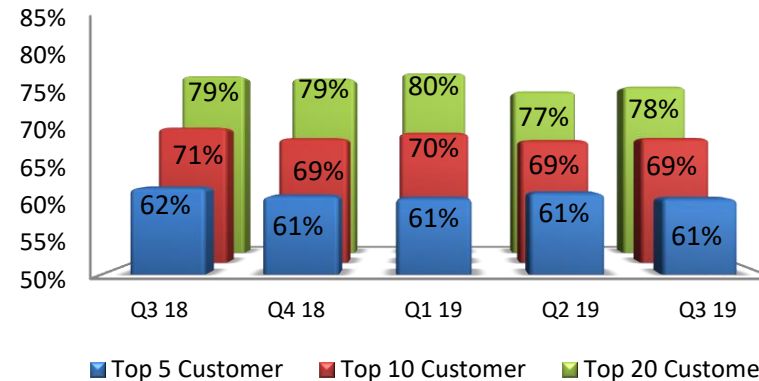


International IT services – Revenue by Customers

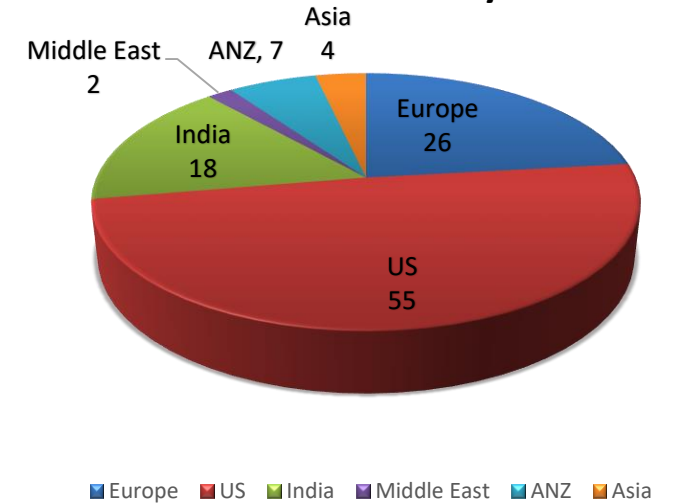
New Customers



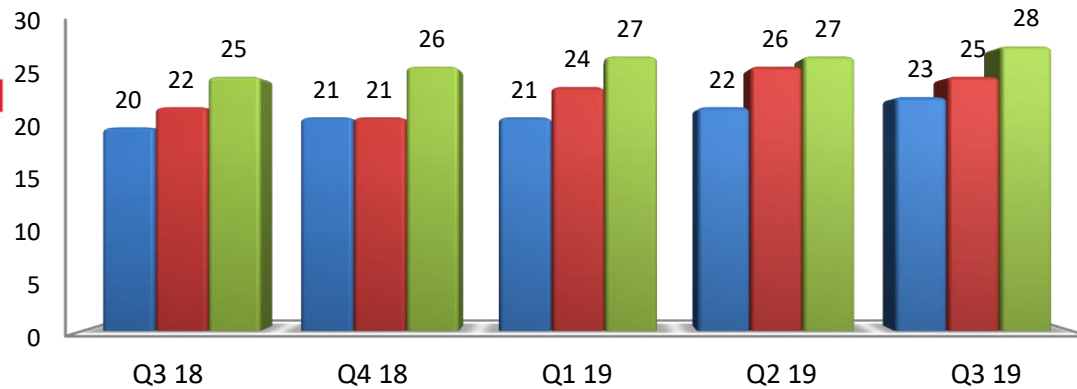
Revenue from Top Customers



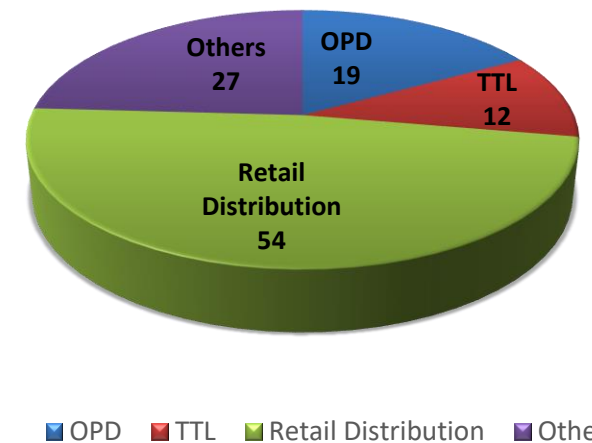
No. of customers by Geo



Customer Category



No. of customers by Vertical

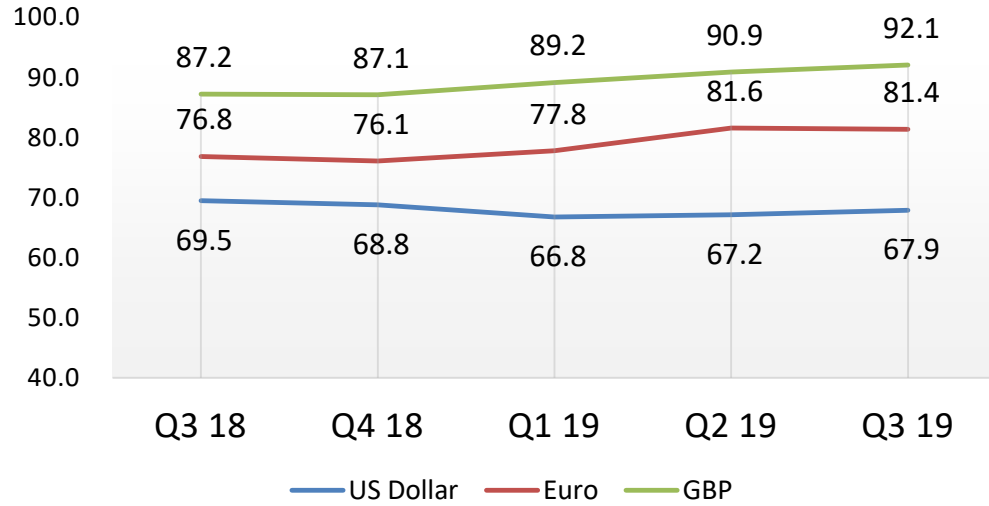


■ # of Fortune 500 accounts ■ # of million dollar clients ■ No. of Global 2000 customers

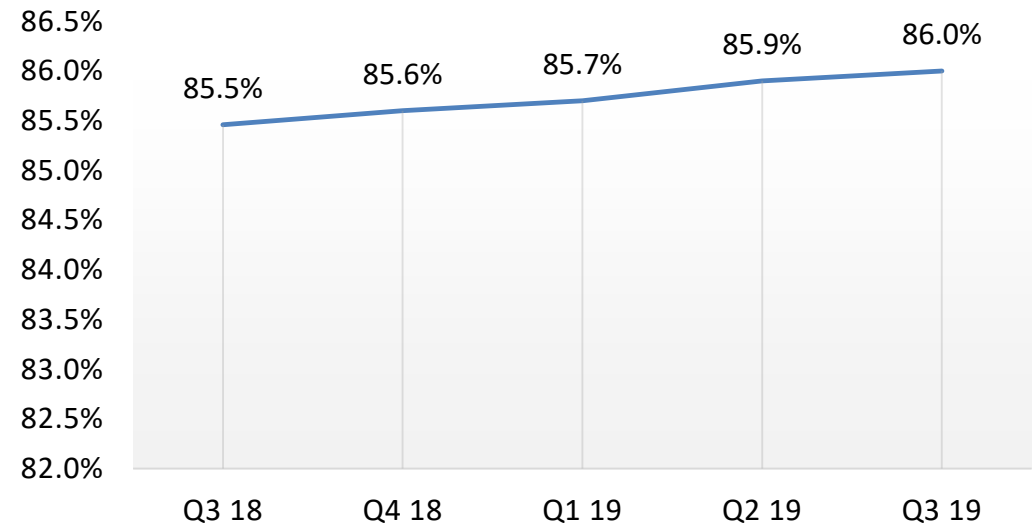
■ OPD ■ TTL ■ Retail Distribution ■ Others

Forward Cover Realization Rates/ Utilization

Effective Realization Rates



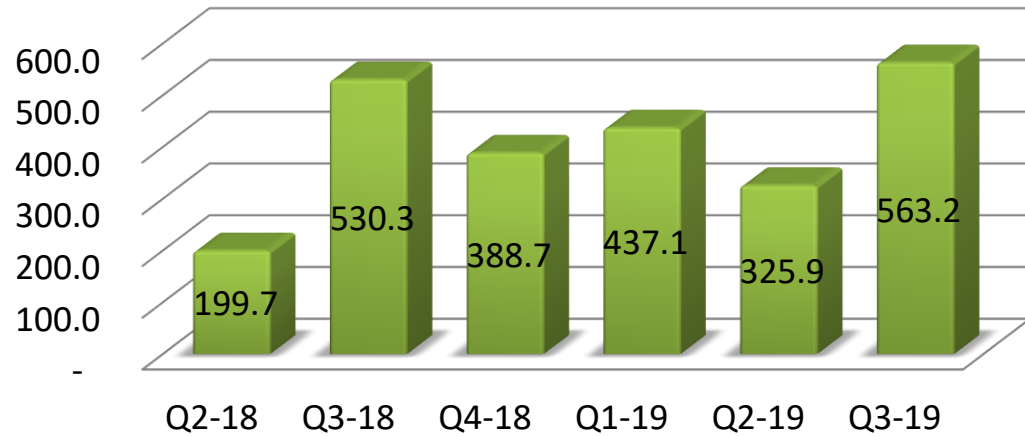
Utilisation



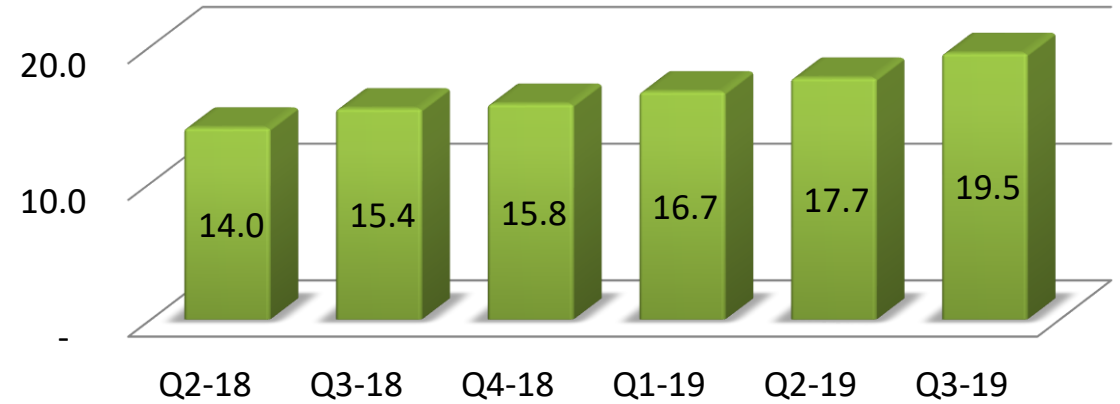
Domestic Product & Services - Financials

INR Crores

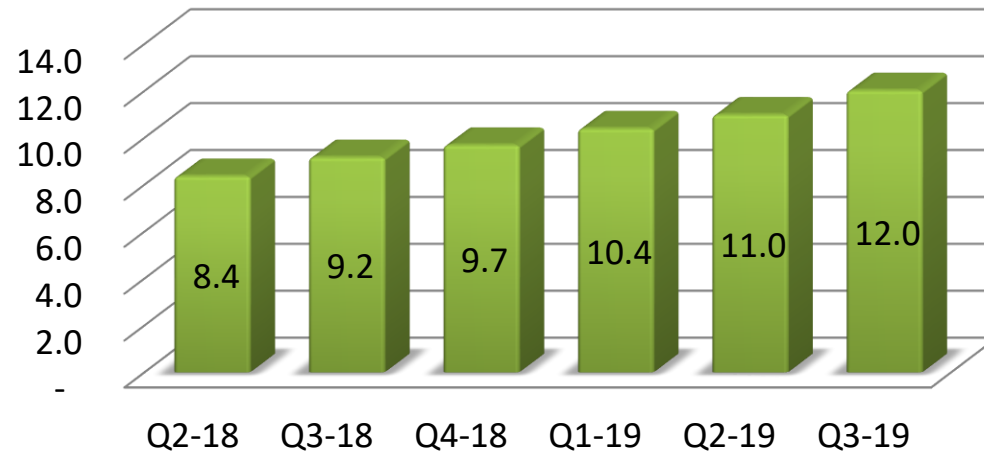
Domestic Services Revenue - by Quarter



Domestic Services EBIDTA - by Quarter



Domestic Services PAT - by Quarter



Pioneering with **PLATFORMATION**



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