



THINK CUSTOMER

Sonata Software Limited

B. Ramaswamy

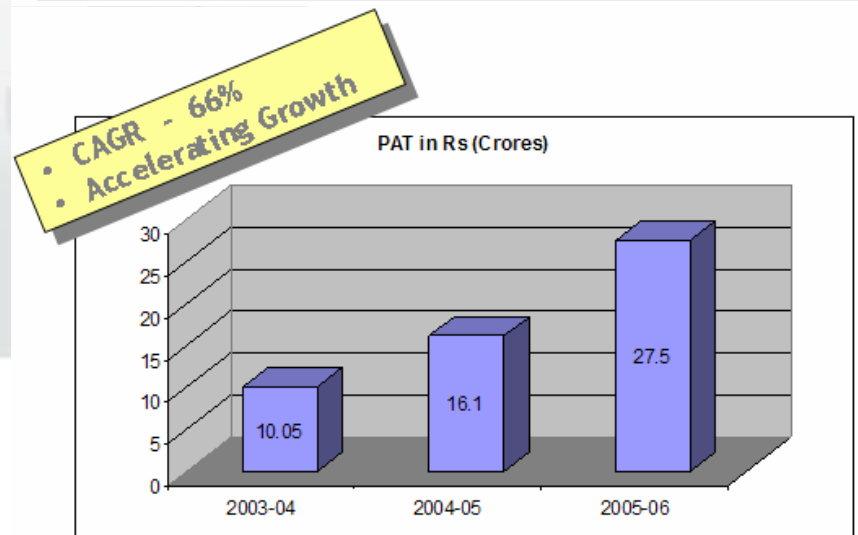
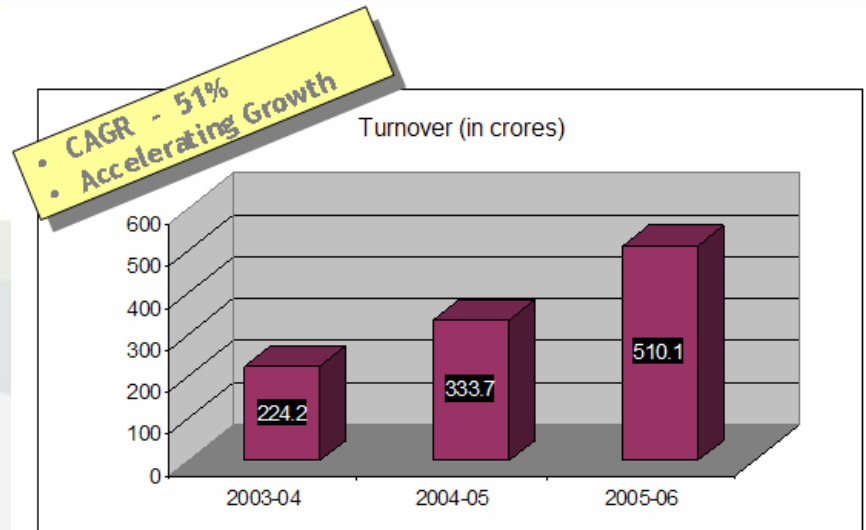
President and Managing Director

- Successful Organic Growth

- Track record of consistent growth and profitability
- 1700+ staff across 4 development centres in India (Bangalore & Hyderabad)
- Marquee clientele
- Sales presence in USA, Europe & APAC
- World-class technology alliances

- Europe focus

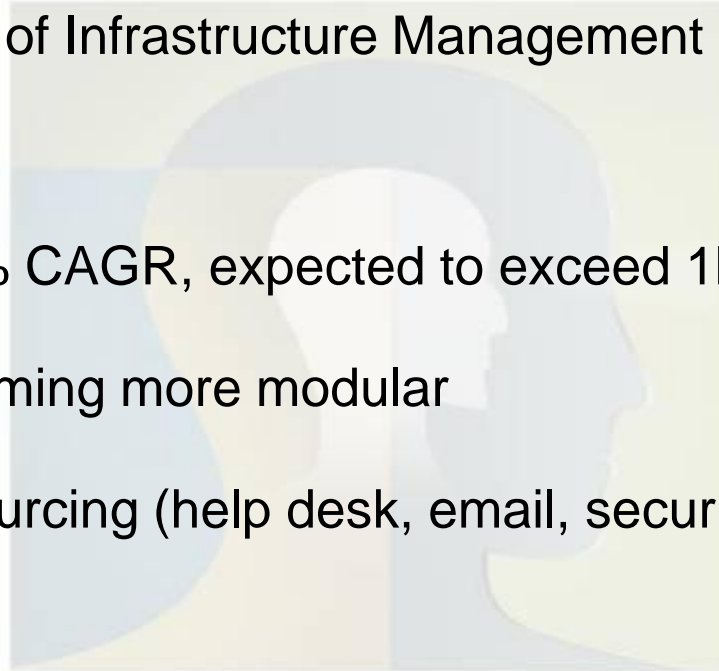
- Presence in UK & Germany
- Contributes 55% of revenues
- Specialized programs for language & cultural alignment with European customers



- 50.1% of TUI InfoTec shares acquired by Sonata
- Purchase price : 18 million Euro
- Includes all operations of TUI InfoTec, Travel-BA.Sys & ACCON-RVS
- Territories
 - IT Software Services - Germany, Austria, Poland, Switzerland
 - IT Infrastructure Management – European markets
- Revenue commitment from TUI Group customers during 2006-2011
- TUI InfoTec remains the preferred supplier to the TUI Group
- Sonata will be the strategic offshore partner for TUI Group

- Largest untapped IT Services market in Europe
- Toughest to penetrate
- Critical Success Factor - Understanding of German Language and Culture
- Drivers for Outsourcing – Cost Reduction and Labor Flexibility
- Key Growth Areas
 - Packaged application implementations, web services
 - Infrastructure Management, Application Outsourcing.
 - Mid-market
- At least one of the top Indian services companies will make a major acquisition in Germany within the next 3 years

- Offshore infrastructure management - A strong emerging trend
- Potential - Bulk of Infrastructure Management Services can be offshored
- Growing at 50% CAGR, expected to exceed 1bn \$ in 2006
- Deals are becoming more modular
- Selective outsourcing (help desk, email, security / network) growing




Strengths

- Domain expertise
- IT Infrastructure Mgmt
- Supporting complex, mission-critical environments
- Capability for managing offshore

Objectives

- Cost reduction
- Leverage TUI's investment in technology
- Expand business to external customers



Low-risk
cost-effective
high-quality
outsourcing solutions

Strengths

- Depth and breadth of software services
- Technology alliances
- Presence in UK
- Sales & Marketing
- Global delivery model

Objectives

- Expand presence in the European market
- Capture IT Infrastructure Mgmt opportunity
- Strengthen relationship with TUI Group

Local face



Global capabilities



Thank You