

INVESTOR UPDATE FOR QUARTER ENDED 30TH SEPTEMBER 2009 FINANCIALS

Sonata Software Ltd Financial results - Consolidated

(In Rs. Cr.)

Revenues	Quarter 2 09-10	Quarter 2 08-09	Half Year 09-10	Half Year 08-09
International	231.08	252.96	448.84	494.53
Domestic - Sonata Information Technology Ltd.*	116.25	170.68	276.50	337.14
Consolidated	347.33	423.64	725.34	831.67

EBIDTA	Quarter 2 09-10	Quarter 2 08-09	Half Year 09-10	Half Year 08-09
International	43.60	42.22	78.86	75.35
Domestic - Sonata Information Technology Ltd.*	2.84	4.27	5.90	8.78
Consolidated	46.44	46.49	84.76	84.13

PAT	Quarter 2 09-10	Quarter 2 08-09	Half Year 09-10	Half Year 08-09
International	19.65	19.25	35.77	34.25
Domestic - Sonata Information Technology Ltd.*	1.70	2.38	3.34	5.20
Consolidated	21.35	21.63	39.11	39.45

Notes :

- 1) Consolidated Revenue, EBIDTA and PAT are after elimination of inter company transactions
- 2) Sonata Software Limited Consolidated includes Sonata Software Limited, Sonata Information Technology Limited, TUI InfoTec, Offshore Digital Services Inc., Sonata Software GmbH, Sonata Europe Limited and Sonata Software FZ LLC.
- 3) International comprises of Sonata Software Limited, Offshore Digital Services Inc. , Sonata Software GmbH, TUI Infotec, Sonata Europe Limited and Sonata Software FZ LLC.
- 4) *Domestic - Sonata Information Technology Ltd. Is after elimination of inter company transactions
- 5) Consolidated PAT is after minority interest

Performance Metrics

S/no	Particulars		Q1 2009-10	Q2 2009-10	Half Year 2009-10	Year 2008-09
1	Geographical revenue break up in %	SSL International				
	USA		43.84%	43.41%	43.68%	39.21%
	Europe incl UK		50.38%	50.16%	50.34%	59.29%
	Rest of World		5.79%	6.43%	5.98%	1.50%
			100%	100%	100%	100%
2	Onsite and Offshore revenue mix	SSL International				
	Onsite		25.20%	26.10%	25.47%	27.02%
	Offshore		74.80%	73.90%	74.53%	72.98%
			100%	100%	100%	100%
3	New clients added	SSL International	4	5	9	21
4	Realisation rates (Rs.)	SSL stand alone				
	US Dollar		44.81	45.43	45.04	42.03
	Euro		65.01	65.10	65.06	59.63
	GBP		80.01	80.24	80.12	81.53
5	No. of employees	Consolidated	2681	2649	2649	2706
6	Return on net worth (RONW)	Consolidated	24.74%	28.14%	26.67%	30.31%
7	Return on Capital employed (ROCE)	Consolidated	26.82%	28.34%	27.02%	31.01%
8	Debtors no. of days sales	SSL stand alone	68	73	75	64
9	Top 10 customers	SSL International	76.07%	76.27%	75.99%	74.85%
10	Fortune 500 accounts	SSL International	9	8	9	9
11	Revenue by service offering and industry wise %	SSL International				
	Industry					
	Travel & Tourism		42.22%	45.62%	45.01%	45.53%
	IT /ISV (S/w Product Co.)		30.82%	27.31%	27.77%	25.86%
	Others		26.96%	27.07%	27.22%	28.61%
			100%	100%	100%	100%
12	Employee Utilisation %	SSL stand alone	71%	73%	72%	71%
13	Employee Nos.	SSL stand alone	1,992	1,964	1,964	2,034
14	No. of million US dollar clients	SSL International	13	14	13	10

- **SSL Stand alone** relates to Sonata Software Limited.
- **SSL International** comprises of **Sonata Software Limited, Offshore Digital Services Inc. , Sonata Software GmbH, Sonata Europe Limited and Sonata Software FZ LLC.**
- **Sonata Software Consolidated** includes **Sonata Software Limited, Sonata Information Technology Limited, TUI InfoTec, Offshore Digital Services Inc., Sonata Software GmbH, Sonata Europe Limited and Sonata Software FZ LLC.**



About Sonata Software Limited

Sonata Software, headquartered in Bangalore, India, is a leading IT consulting and services company. Sonata's customers are located across the US, Europe, Middle East and the Asia-Pacific region. Its portfolio of services includes IT Consulting, Product Engineering Services, Travel Solutions, Application Development, Application Management, Managed Testing, Business Intelligence, Infrastructure Management and Packaged Applications. As per the industry rankings released by NASSCOM for FY08-09, Sonata Software figured among the Top 20 IT Software and Service Exporters in India. Sonata Software has also been ranked global #2 in the 2008 Top Ten ESO: Outsourced Software Development in The Black Book of Outsourcing.

Sonata's subsidiaries include (1) TUI InfoTec – Sonata's Joint Venture with TUI, Europe's largest tourism group, (2) Offshore Digital Services Inc – Sonata's arm in the US, which provides development and consulting services to clients, using an onsite-offshore delivery model, (3) Sonata Software FZ LLC – Sonata's fully-owned subsidiary that provides value-based IT solutions to customers in the Middle East and (4) Sonata Information Technology Limited which is premier software services and product distribution company with India-focused business operations.

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