



## **INVESTOR UPDATE FOR QUARTER ENDED 31<sup>st</sup> DECEMBER 2009 FINANCIALS**

**Sonata Software Ltd Financial results - Consolidated**

*( In Rs. Cr. )*

<b>Revenues</b>	<b>Quarter 3 09-10</b>	<b>Quarter 3 08-09</b>	<b>Nine Months 09-10</b>	<b>Nine Months 08-09</b>
International	222.98	244.13	671.82	735.30
Domestic - Sonata Information Technology Ltd.*	113.02	151.22	389.52	488.42
<b>Consolidated</b>	<b>336.00</b>	<b>395.35</b>	<b>1,061.35</b>	<b>1,223.72</b>

<b>EBIDTA</b>	<b>Quarter 3 09-10</b>	<b>Quarter 3 08-09</b>	<b>Nine Months 09-10</b>	<b>Nine Months 08-09</b>
International	42.33	40.01	121.19	115.29
Domestic - Sonata Information Technology Ltd.*	4.09	2.63	9.98	11.47
<b>Consolidated</b>	<b>46.42</b>	<b>42.64</b>	<b>131.17</b>	<b>126.77</b>

<b>PAT</b>	<b>Quarter 3 09-10</b>	<b>Quarter 3 08-09</b>	<b>Nine Months 09-10</b>	<b>Nine Months 08-09</b>
International	19.45	18.57	55.22	52.82
Domestic - Sonata Information Technology Ltd.*	2.53	1.33	5.87	6.53
<b>Consolidated</b>	<b>21.98</b>	<b>19.90</b>	<b>61.09</b>	<b>59.34</b>

**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**

Sino	Particulars		Q1 2009-10	Q2 2009-10	Q3 2009-10	9mths 2009-10	Year 2008-09
1	<b>Geographical revenue break up in %</b>	<b>SSL International</b>					
	USA		43.84%	43.41%	45.41%	44.29%	39.21%
	Europe incl UK		50.38%	50.16%	47.94%	49.50%	59.29%
	Rest of World		5.79%	6.43%	6.64%	6.21%	1.50%
			<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>
2	<b>Onsite and Offshore revenue mix</b>	<b>SSL International</b>					
	Onsite		25.20%	26.10%	23.76%	25.28%	27.02%
	Offshore		74.80%	73.90%	76.24%	74.72%	72.98%
			<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>
3	<b>New clients added</b>	<b>SSL International</b>	4	5	4	13	21
4	<b>Realisation rates ( Rs. )</b>	<b>SSL stand alone</b>					
	US Dollar		44.61	45.43	46.50	45.57	42.03
	Euro		65.01	65.10	67.65	65.94	59.63
	GBP		80.01	80.24	73.11	77.89	81.53
5	<b>No. of employees</b>	<b>Consolidated</b>	2681	2649	2710	2710	2706
6	<b>Return on net worth (RONW)</b>	<b>Consolidated</b>	24.74%	28.14%	27.00%	26.35%	30.31%
7	<b>Return on Capital employed (ROCE)</b>	<b>Consolidated</b>	26.82%	28.34%	27.24%	28.21%	31.01%
8	<b>Debtors no. of days sales</b>	<b>SSL stand alone</b>	68	73	71	72	64
9	<b>Top 10 customers</b>	<b>SSL International</b>	76.07%	76.27%	74.67%	75.51%	74.85%
10	<b>Fortune 500 accounts</b>	<b>SSL International</b>	9	8	8	9	9
11	<b>Revenue by service offering and industry wise %</b>	<b>SSL International</b>					
	<b>Industry</b>						
	Travel & Tourism		42.22%	45.62%	43.08%	44.34%	45.53%
	IT /ISV (S/w Product Co.)		30.82%	27.31%	27.96%	27.84%	25.86%
	Others		26.96%	27.07%	28.95%	27.83%	28.61%
			<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>
12	<b>Employee Utilisation %</b>	<b>SSL stand alone</b>	71%	73%	78%	74%	71%
13	<b>Employee Nos.</b>	<b>SSL stand alone</b>	<b>1,992</b>	<b>1,964</b>	<b>2,041</b>	<b>2,041</b>	<b>2,034</b>
14	<b>No. of million US dollor clients</b>	<b>SSL International</b>	<b>13</b>	<b>14</b>	<b>14</b>	<b>14</b>	<b>10</b>

- **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.

### **For further information, please contact:**

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