

GO DEEPER

Transform business with IT

Investor Presentation

Q4 FY 17

Product Engineering
Enterprise IT Services
Technology Infrastructure



DEPTH MAKES A DIFFERENCE

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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
- 29% of Co Revenues
- 79% of Co PAT



Technology Infrastructure

- IT Infrastructure Consulting, Licensing & Deployment
- Primary India footprint
- 71% of Co Revenues
- 21% of Co PAT



International IT Services

Industry Footprint



Travel



TO | OTA | Corporate | Air | Rail

Strategic Customers

- World leading Tour Operator
- Top NA Corporate Travel Co



Retail & Distribution



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



Engineering Solutions Footprint

PRODUCT INNOVATION

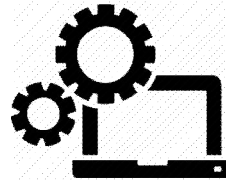
- Cloud engineering
- Mobile engineering
- Analytics integration



*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
- Sustenance 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*

Transformational Partner to Customers

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



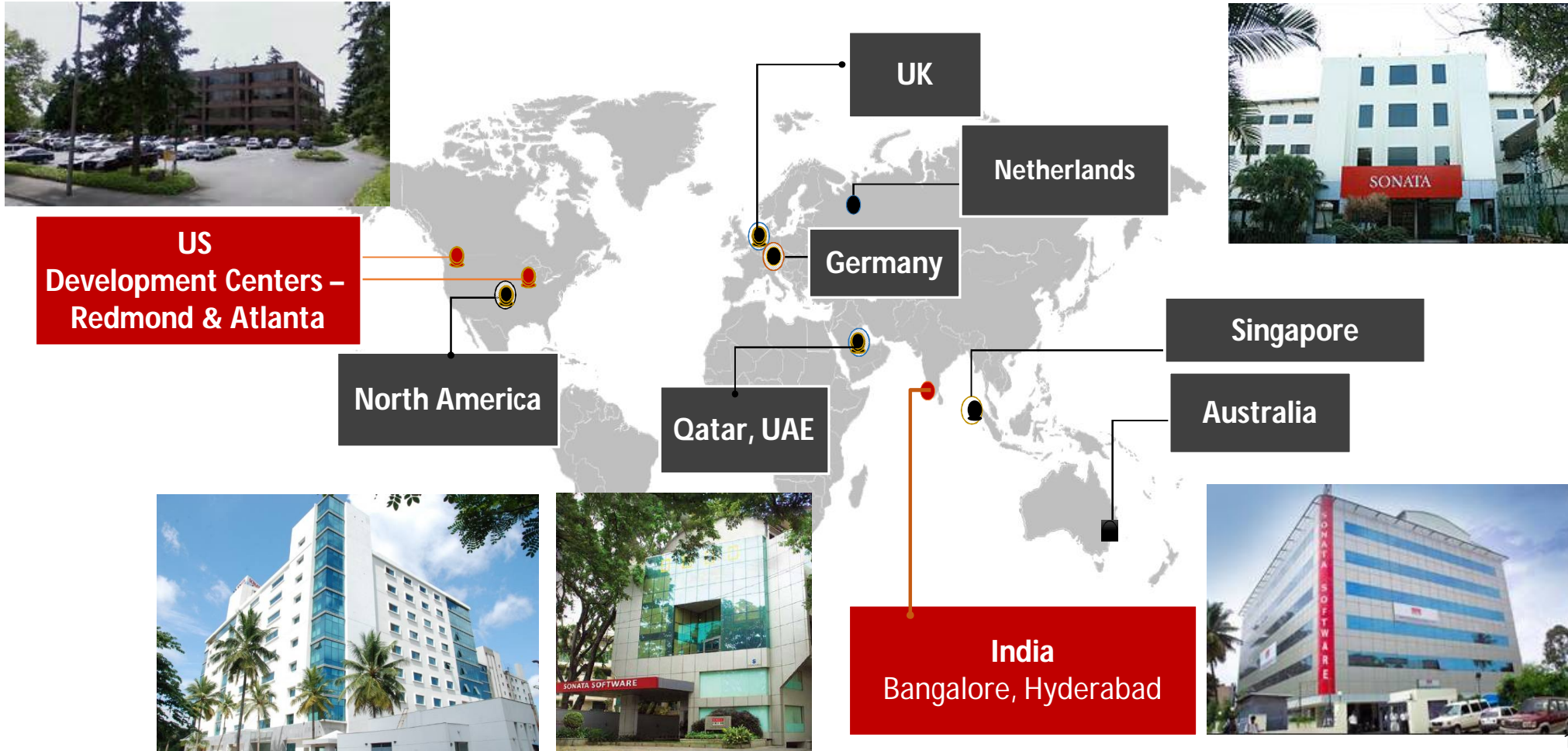
Business Need: Upgrade reservations systems across core Rail and ancillary package sales

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

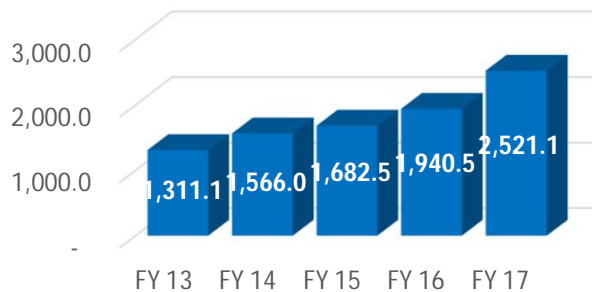
Result Snapshot – Q4 FY 17 & FY 17

Description	For the Quarter ended					For the Year ended		
	31/Mar/17	31/Dec/16	QoQ	31/Mar/16	YoY	31/Mar/17	31/Mar/16	YoY
Revenues								
International IT Services	204.0	206.5	-1%	189.0	8%	815.4	706.8	15%
Domestic- Products & Services	511.8	415.7	23%	355.6	44%	1,734.1	1,250.1	39%
Consolidated	708.3	612.6	16%	540.9	31%	2,521.1	1,940.5	30%
EBITDA								
International IT Services	47.6	48.0	-1%	46.2	3%	185.0	184.3	0%
Domestic- Products & Services	14.0	14.9	-6%	14.9	-6%	58.3 *	58.4 *	0%
Consolidated	60.7	62.2	-2%	60.4	1%	240.3 *	239.4 *	0%
PAT								
International IT Services	32.0	30.5	5%	32.3	-1%	120.1	124.7	-4%
Domestic- Products & Services	8.4	8.2	3%	8.6	-2%	33.6	33.9	-1%
Consolidated	40.4	38.7	5%	40.8	-1%	153.7	158.6	-3%

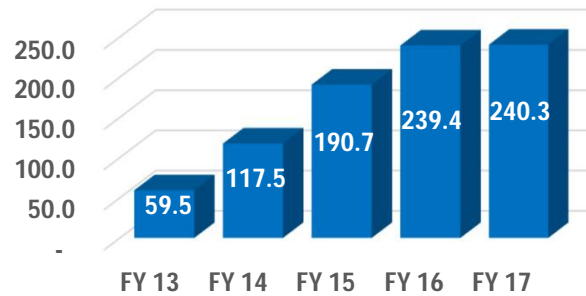
* Includes "exceptional Item" Interest income received of Rs. 7.7 crores during FY2016-17 as against Rs.3.7 crores in FY 2015-16 on Income-Tax refunds.

Consolidated - Financials

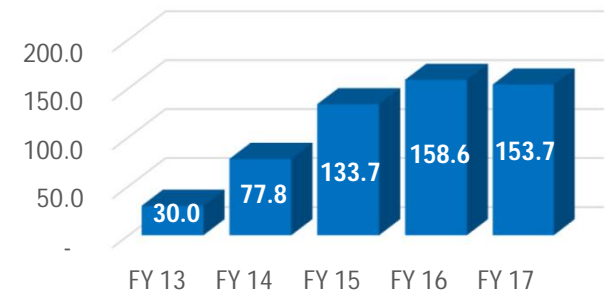
Revenue - by Year



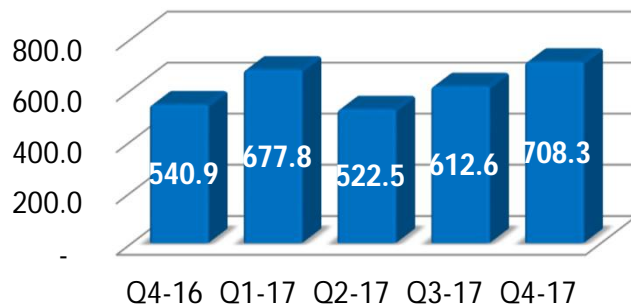
EBIDTA - by Year



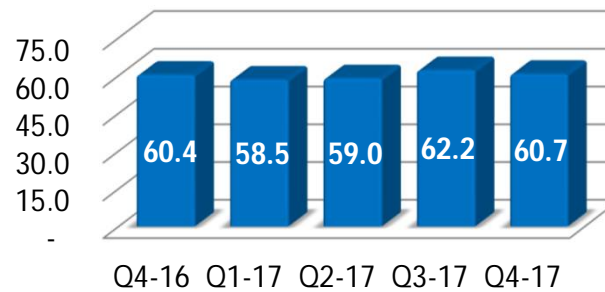
PAT - by Year



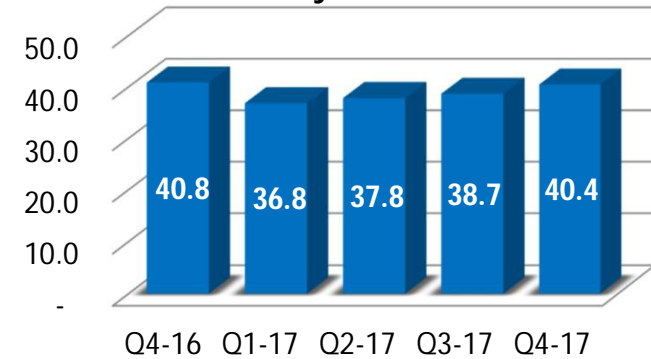
Revenue - by Quarter



EBIDTA - by Quarter



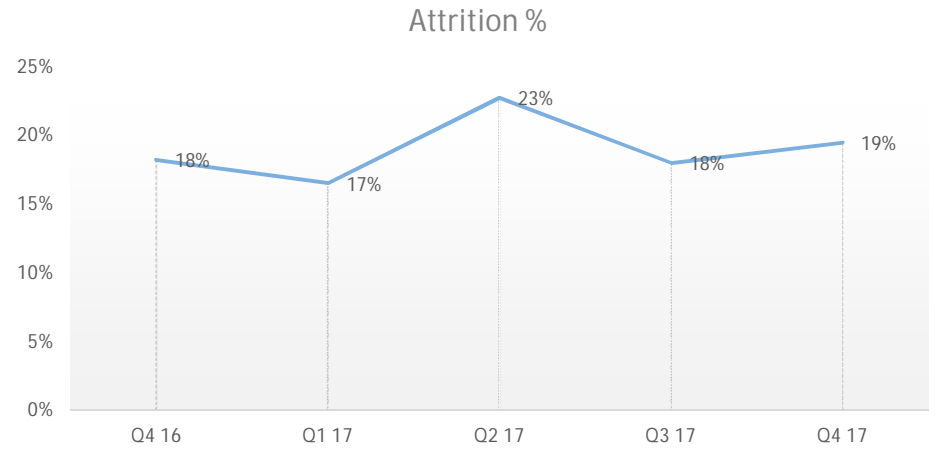
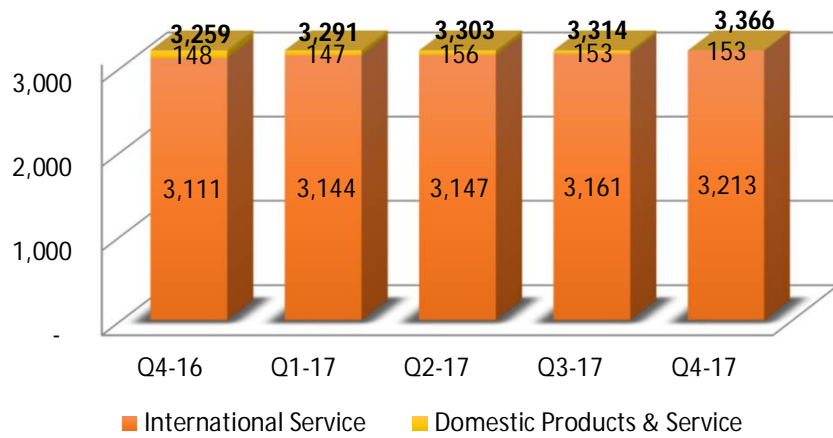
PAT - by Quarter



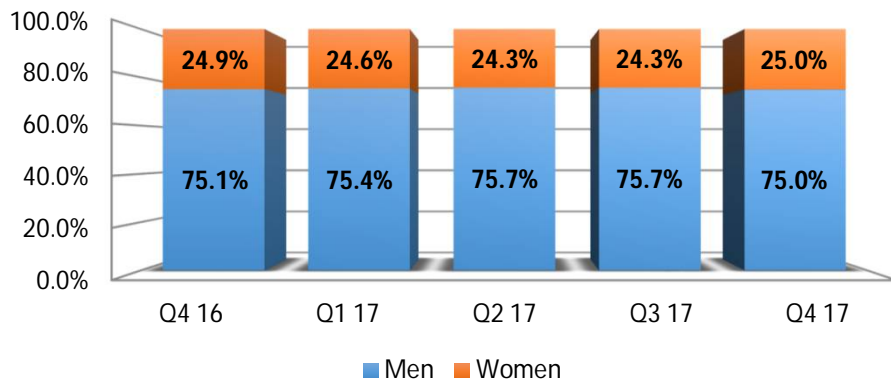
Note :

1. Q1-17 EBITDA and PAT includes exceptional income of Interest on IT Refund of Rs. 1.1 Cr for Domestic & Rs. 0.97 Cr for International Business.
2. Q4-17 EBITDA and PAT includes exceptional income of Interest on IT Refund of Rs. 0.95 Cr for Domestic & Rs. 4.68 Cr for International Business.

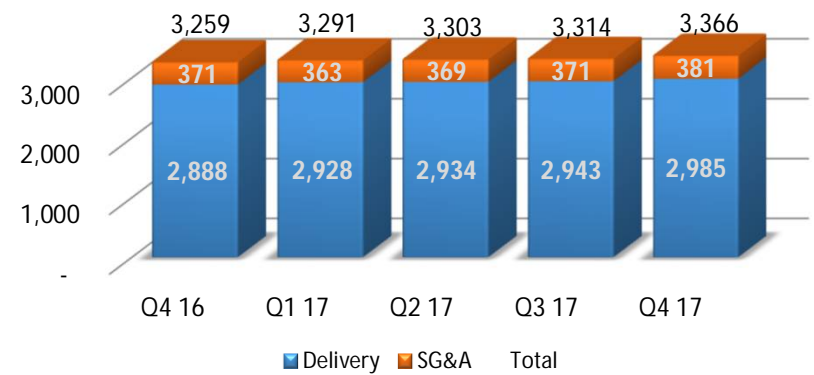
Consolidated – Human Capital



Diversity

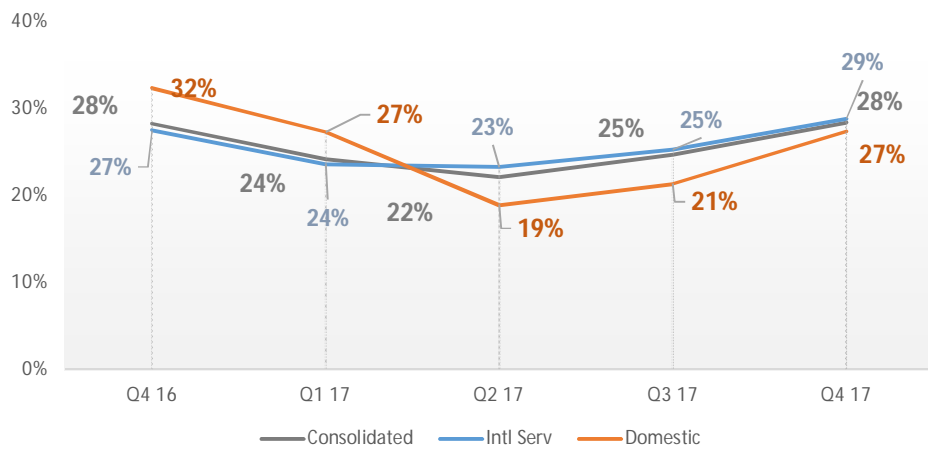


Head count mix

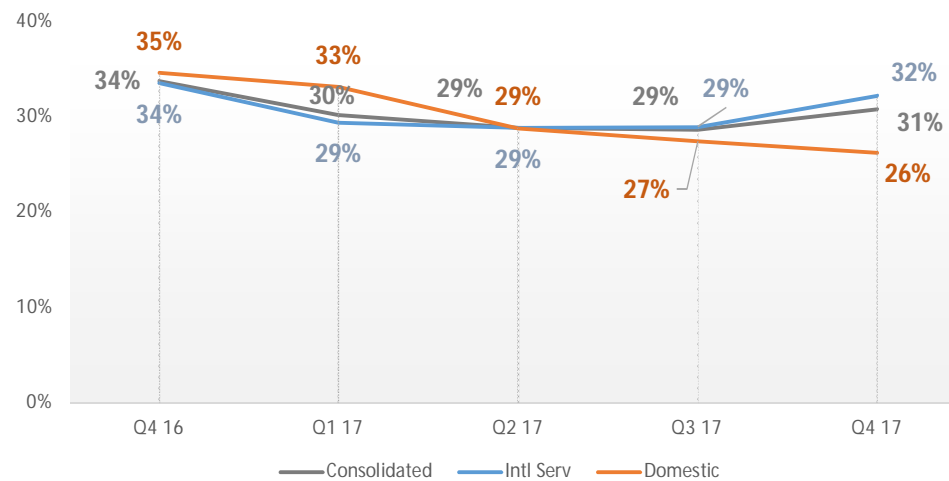


Consolidated - ROCE & RONW

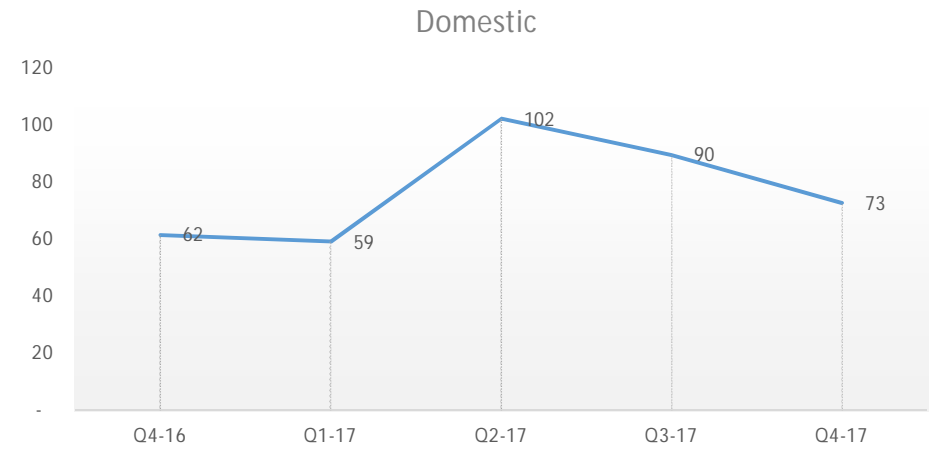
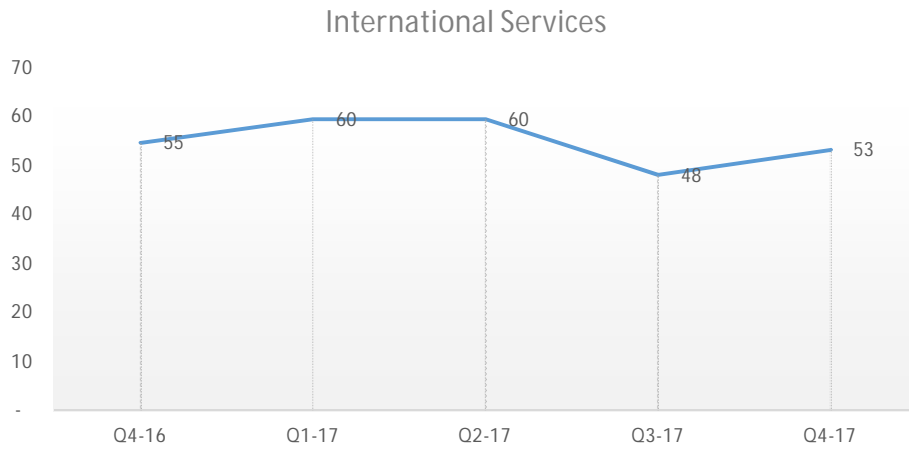
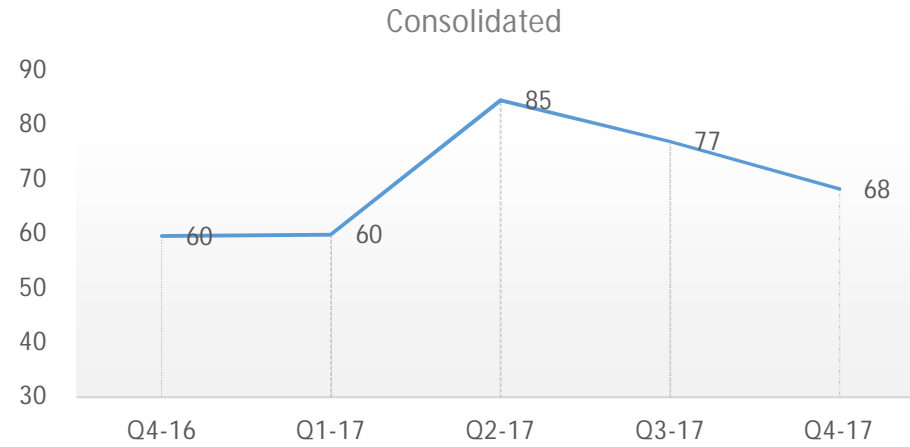
ROCE



RONW

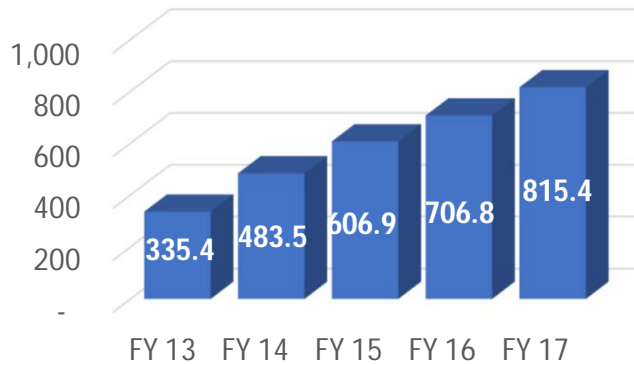


Consolidated - Day Sales Outstanding

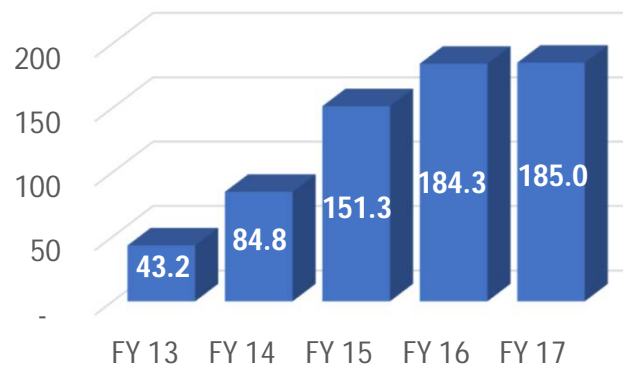


International IT services - Financials

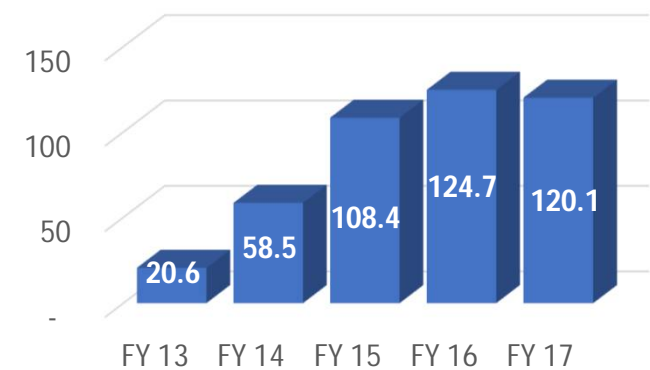
Revenue – by Year



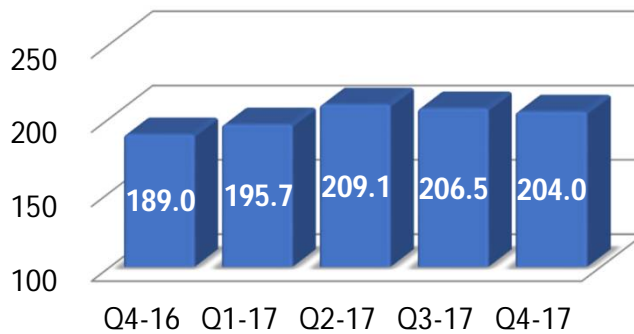
EBIDTA – by Year



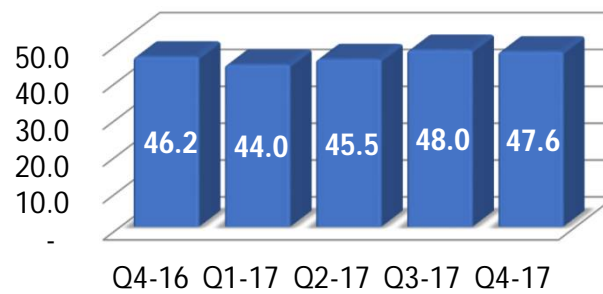
PAT – by Year



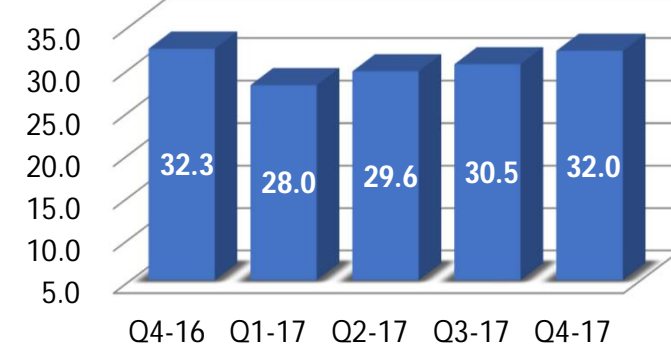
Revenue – by Quarter



EBIDTA – by Quarter



PAT – by Quarter

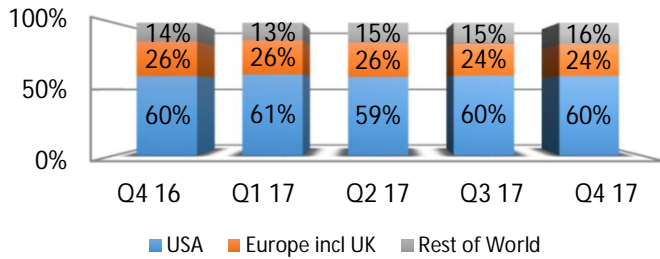


Note :

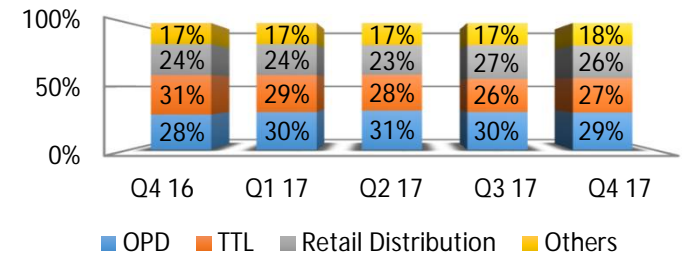
1. Q1-17 EBITDA and PAT includes exceptional income of Interest on IT Refund of Rs. 0.97 Cr
2. Q4-17 EBITDA and PAT includes exceptional income of Interest on IT Refund of Rs. 4.68 Cr

International IT Services - Revenue Mix

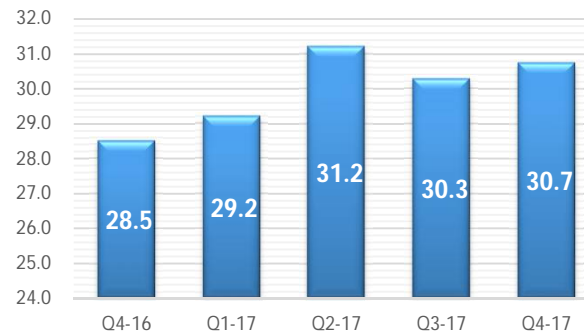
Geography



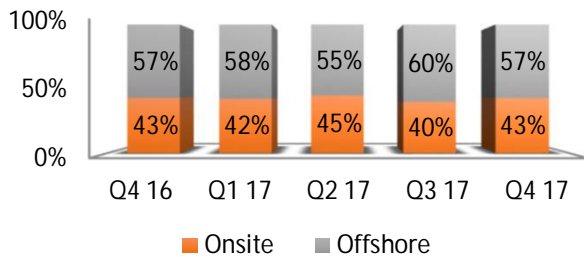
Vertical



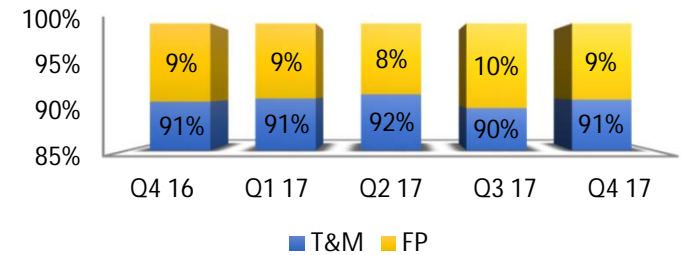
Revenue \$ mn



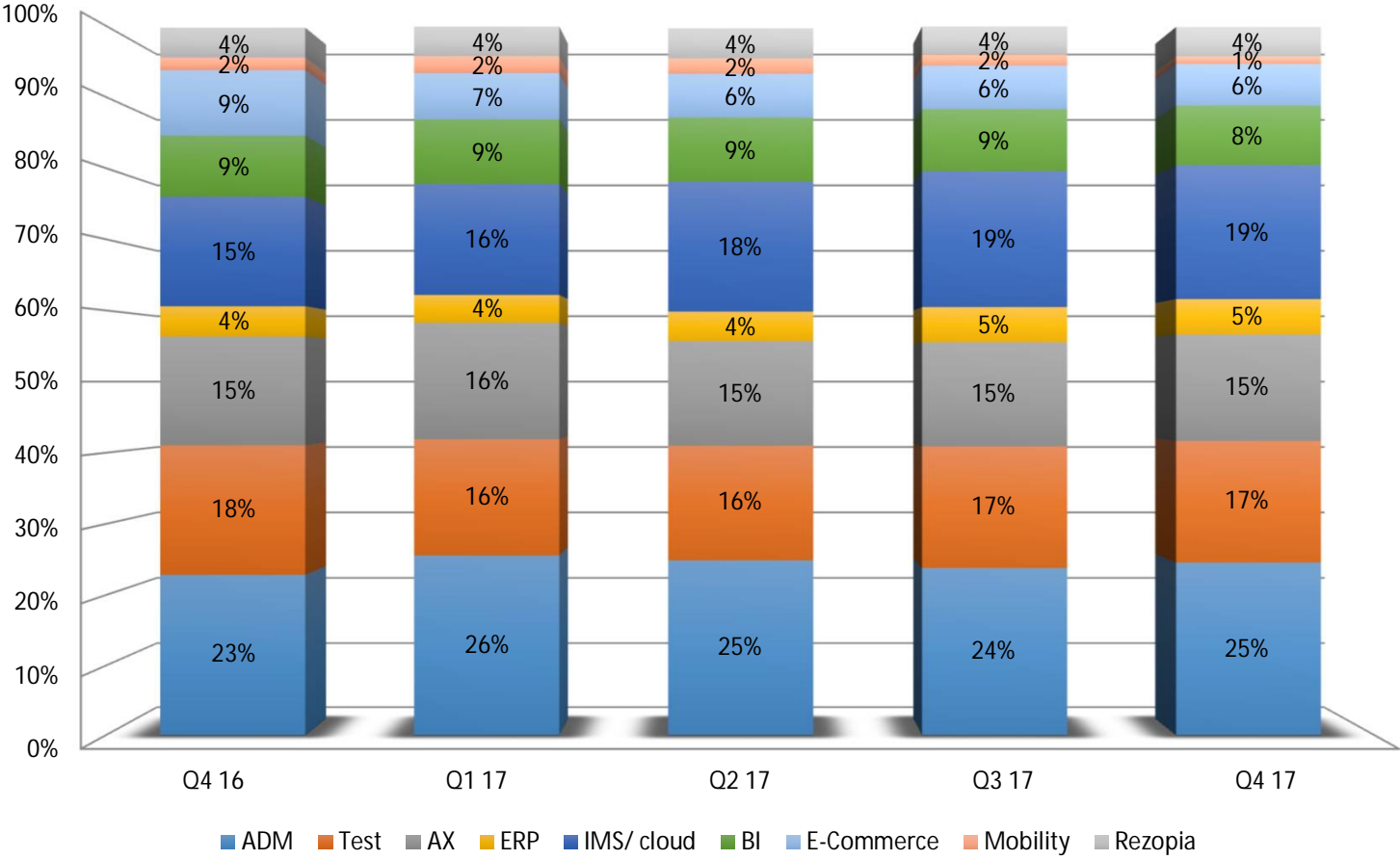
Onsite / Offshore



Revenue Type



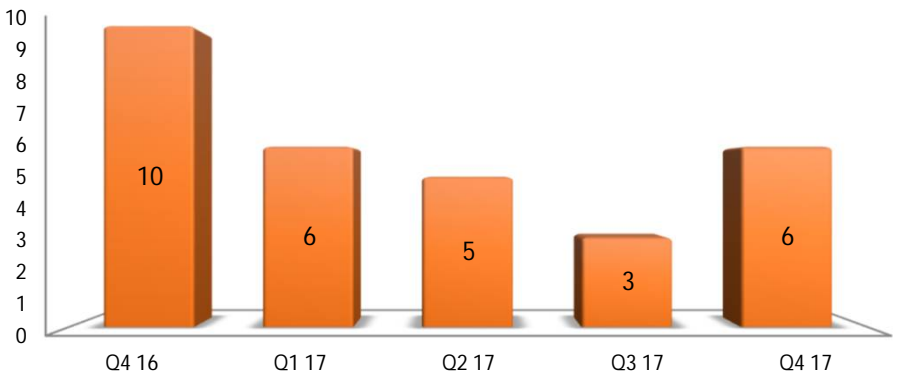
International IT Services - Revenue by Competency



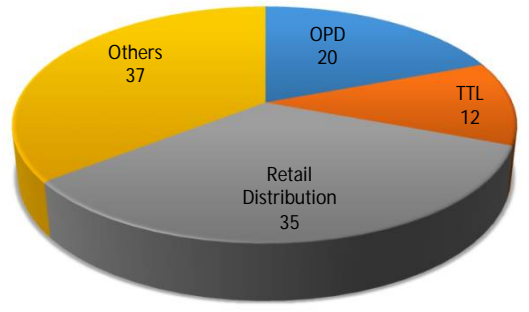
31% from Digital

International IT Services - Revenue by Customers

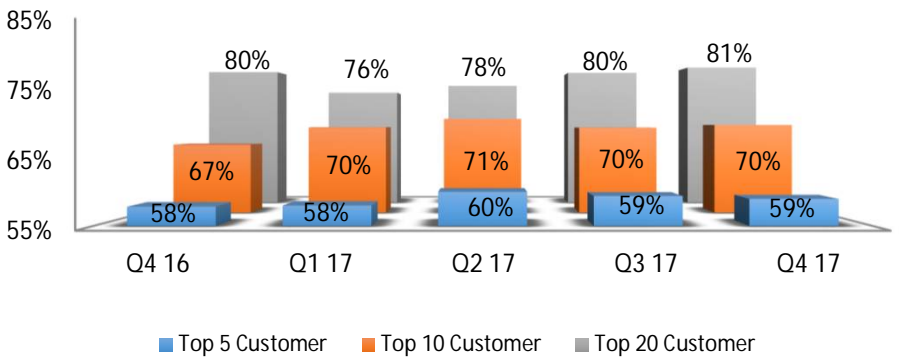
New Customers



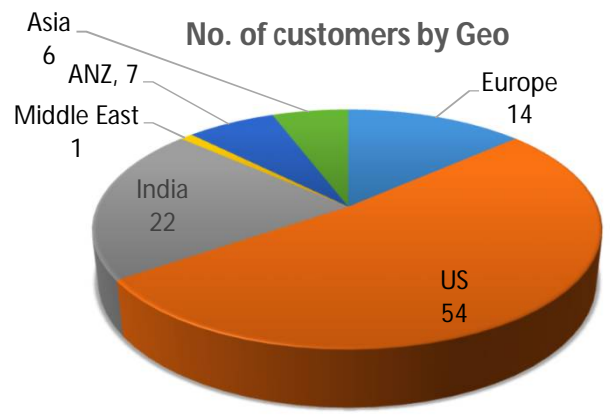
No. of customers by Vertical



Revenue from Top customers

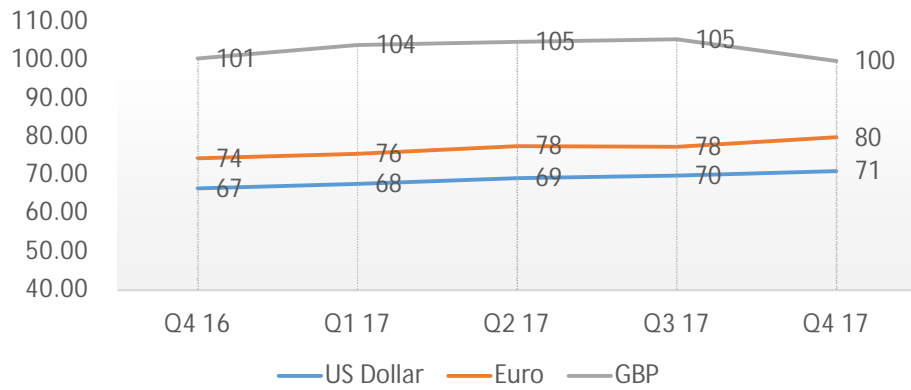


No. of customers by Geo

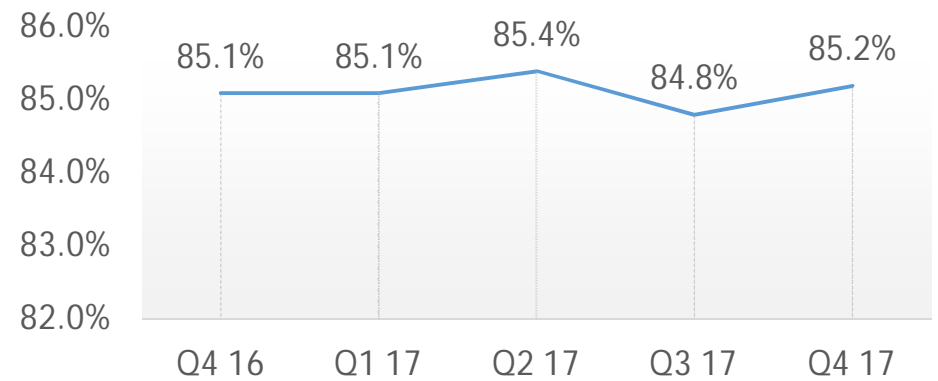


Utilization / Forward Cover Realization

Rupee Realization

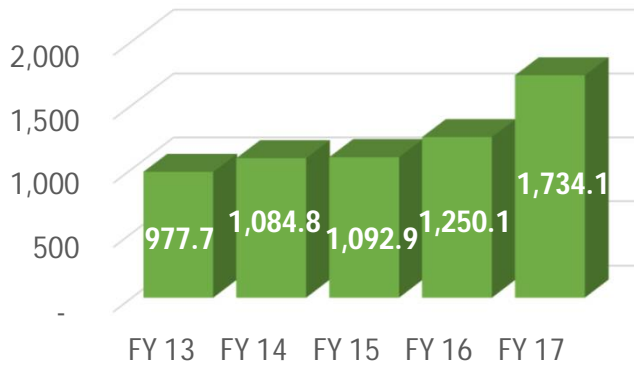


Utilization

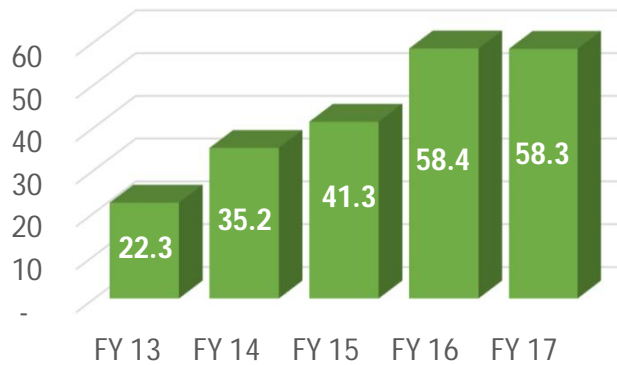


Domestic Product & Services - Financials

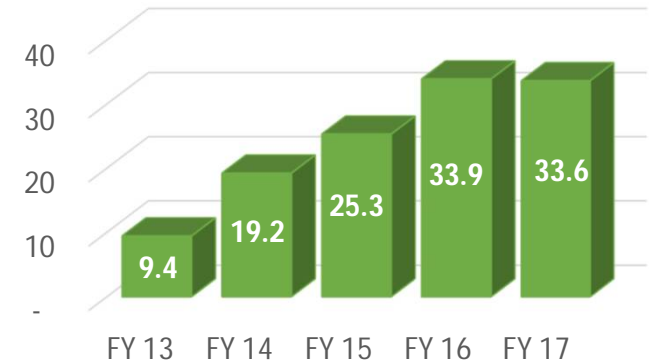
Revenue – by Year



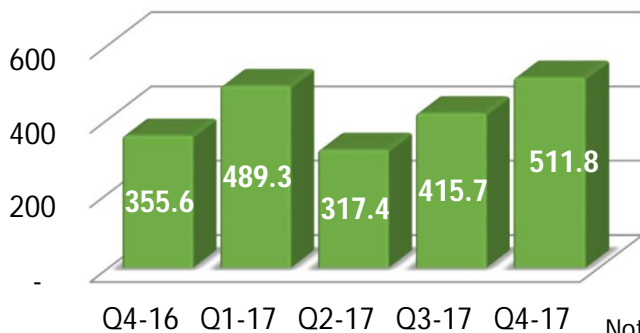
EBIDTA – by Year



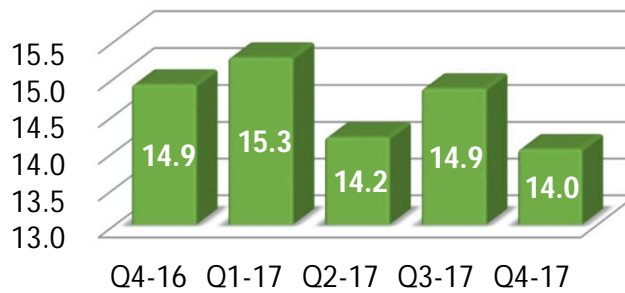
PAT – by Year



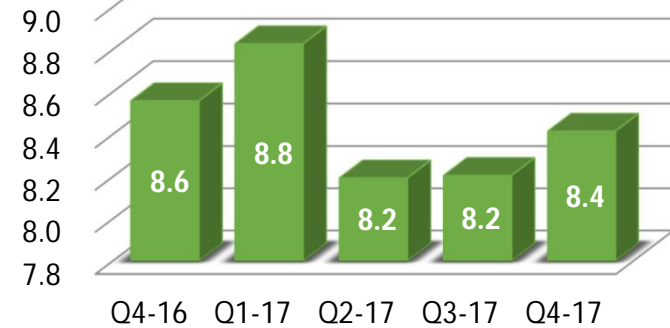
Revenue – by Quarter



EBIDTA – by Quarter



PAT – by Quarter



Note :

1. Q1-17 EBITDA and PAT includes exceptional income of Interest on IT Refund of Rs. 1.1 Cr
2. Q4-17 EBITDA and PAT includes exceptional income of Interest on IT Refund of Rs. 0.95 Cr

GO DEEPER

Transform business with IT



Thank You!



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