SONATA SOFTWARE LIMITED

7th February, 2018

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
Dear Sir/Madam,

BSE Limited
P.J. Towers, Dalal Street,
Mumbai
Kind Attn: Manager, Listing Department
Email Id: listing.centre@nseindia.com
Stock Code 532221

Sub: Investors' Presentation

Pursuant to Regulation 30 of the SLBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing Investors' Presentation for the quarter ended 31st December, 2017.

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 Head of Legal

1/4, A.P.S. TRUST BUILDING, BULL TEMPLE ROAD, N.R. COLONY, BENGALURU - 560 019, INDIA
TEL: +91-80-67781999 FAX: +91 80 7661 1977 CIN: L72200MH1994PLC080110
REGD. OFF: 208, TV. INDUSTRIAL ESTATE, S. K. AHIRE MARG, WORLI, MUMBAI - 400 030, INDIA
WEBSITE: WWW.SONATA-SOFTWARE.COM EMAIL: INFO@SONATA-SOFTWARE.COM

SONATA SOFTWARE

Pioneering with

PLATFORMATION

Platform-based
Digital Business Transformation

Sonata Software

Investor Deck

Q3 FY 17-18

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

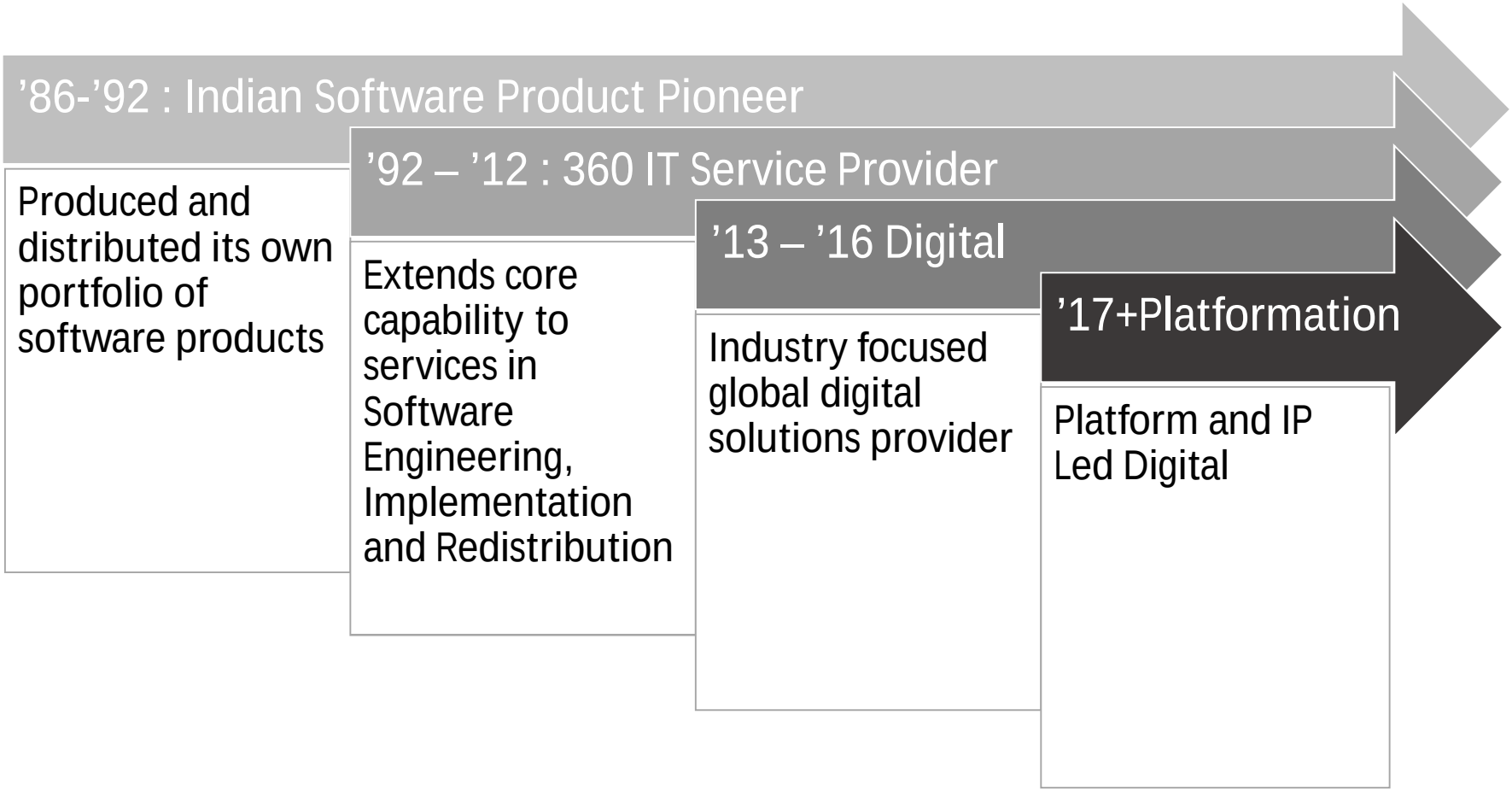
through Depth of:
Thought Leadership
Customer Centricity
Execution Excellence

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

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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

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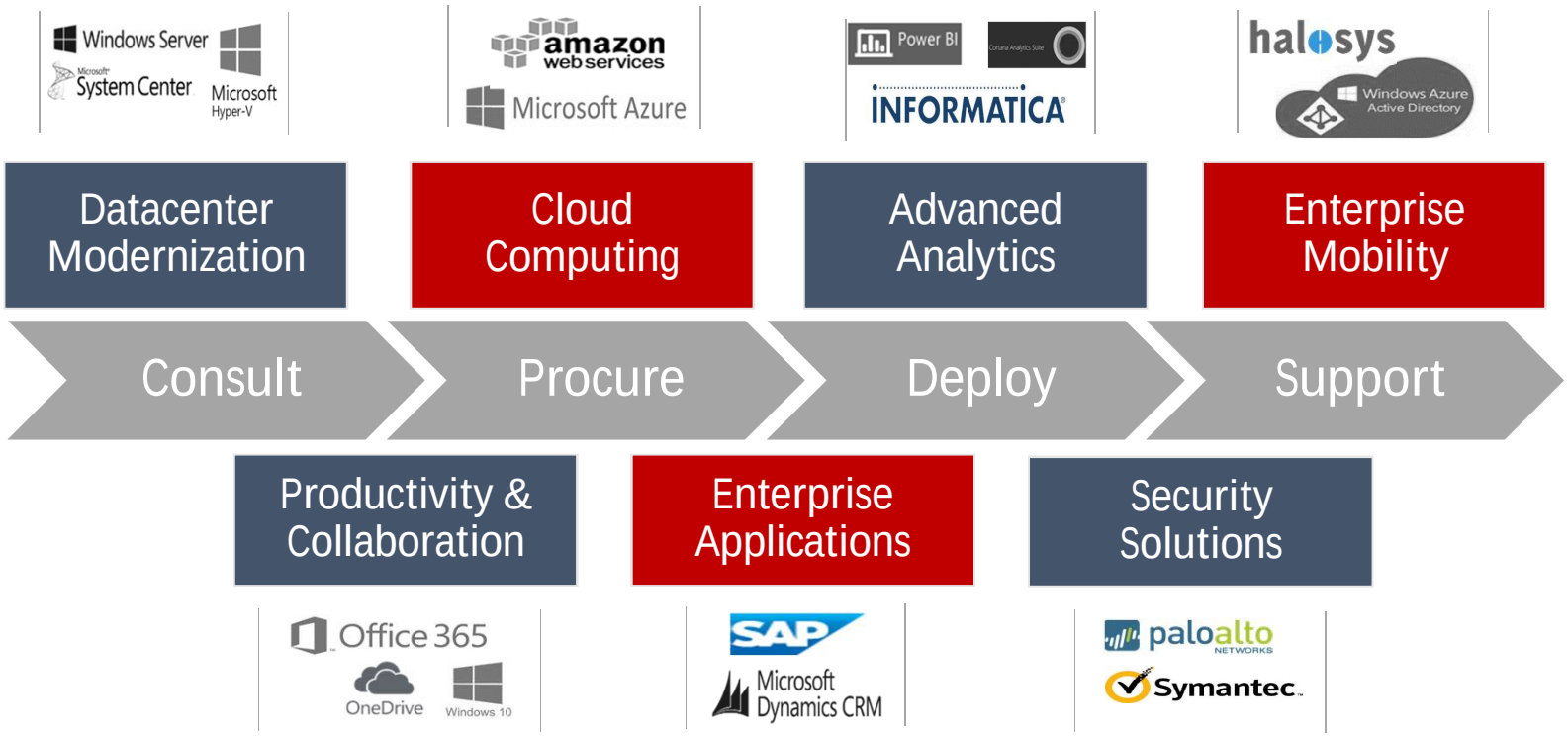
Sonata READY	Sonata ACCELERATE	Sonata CUSTOM
• End-to-end, industry-specific Sonata digital business platform IP	• Popular horizontal ISV partner platforms with Sonata adding required functionality	• Sonata engineers custom platforms that deliver unique digital capability and scalability
BRICK CLICK RETAIL PLATFORM rezopia FROM SONATA SOFTWARE Advanced Supply Chain Software	Microsoft Dynamics 365 SAP Hybris Microsoft Cortana Intelligence	RAPID DevOps & CloudOps Platform halosys Unified Enterprise Mobility Platform
Omni channel reservation system for a large Australian rail network built on Rezopia platform	*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	Halosys	IBIS Inc.
• Cloud based travel ERP SaaS • Enhanced to wider digital travel platform with Commerce, Mobility & Analytics • Sub vertical specific solutions – Tour Operator, Corporate, Rail	• 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	• 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 payouts

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 2017-18)

Result Snapshot – Q3 FY 18

INR Crores

Description	For the Quarter ended					For the nine months ended		
	31-Dec-17	30-Sep-17	31-Dec-16	QoQ	YoY	31-Dec-17	31-Dec-16	YoY
Revenues								
International IT Services	240.8	234.6	206.5	3%	17%	686.7	611.3	12%
Domestic- Products & Services	530.3	199.7	374.9	166%	41%	1,158.1	1,091.3	6%
Consolidated	766.7	426.9	575.1	80%	33%	1,828.1	1,685.0	8%
EBITDA								
International IT Services	56.8	52.7	50.8	8%	12%	159.3	148.2	7%
Domestic- Products & Services *	15.4	14.0	14.8	10%	4%	44.6	44.2	1%
Consolidated *	71.6	66.1	65.0	8%	10%	202.2	190.5	6%
PAT								
International IT Services	40.1	37.0	32.2	9%	25%	111.7	95.2	17%
Domestic- Products & Services	9.2	8.4	8.2	10%	12%	26.1	25.1	4%
Consolidated	49.3	45.4	40.4	9%	22%	137.8	120.3	15%

** Includes "exceptional Item" Interest income received on Income-Tax refund of 1.14 crore in NM of FY 2017-18 (of which Domestic relates to 0.65 crore and balance 0.49 crore relates to International), and 1.11 crores in NM of FY 2016-17 (relating to Domestic).*

Consolidated - Financials

INR Crores

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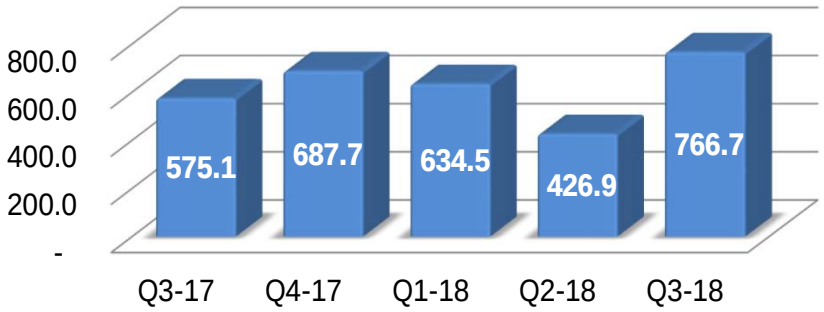
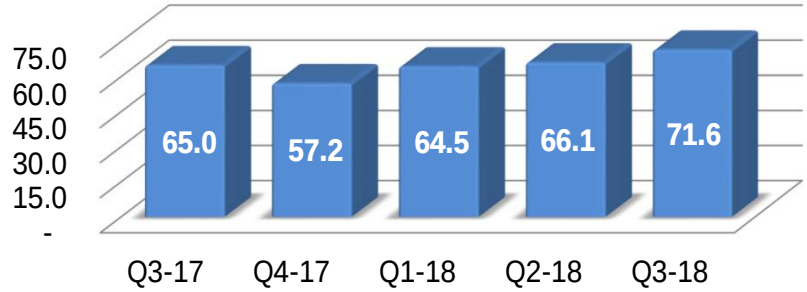
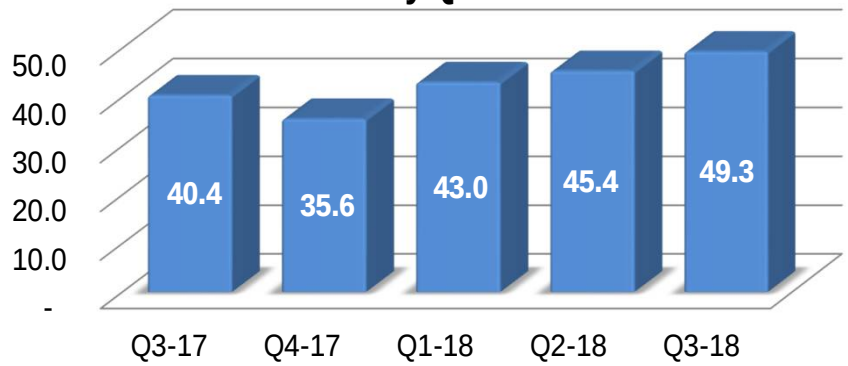
Revenue - by Quarter



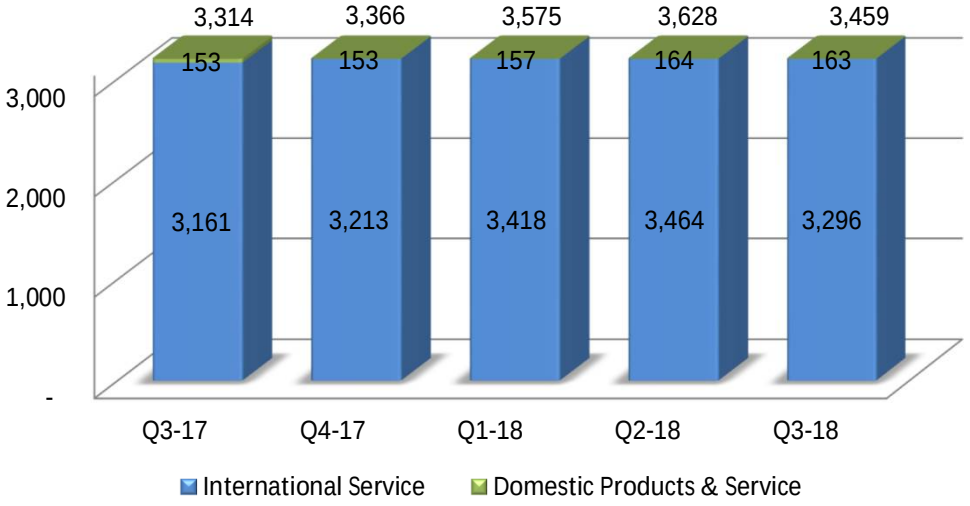
EBIDTA - by Quarter

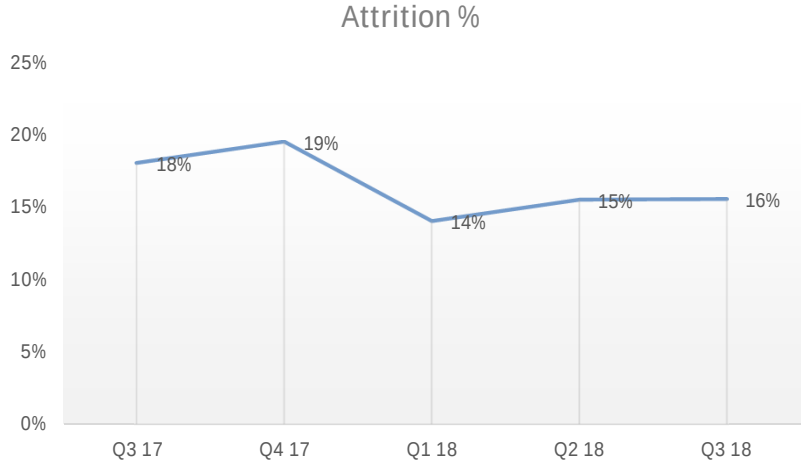


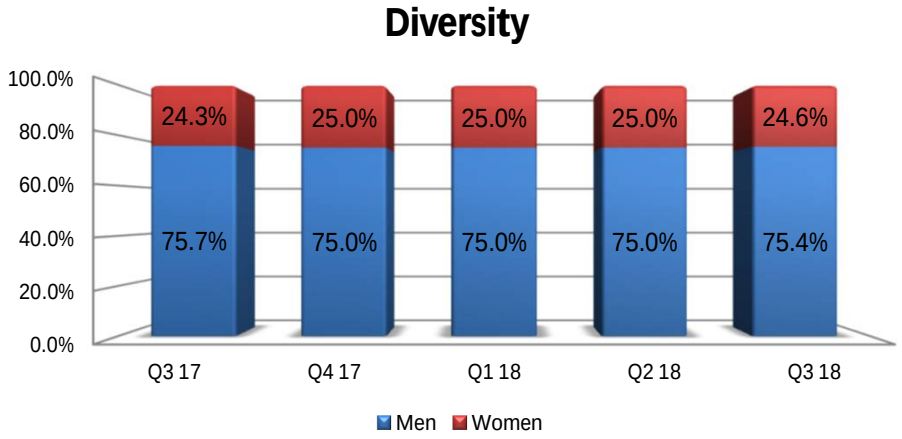
PAT - by Quarter

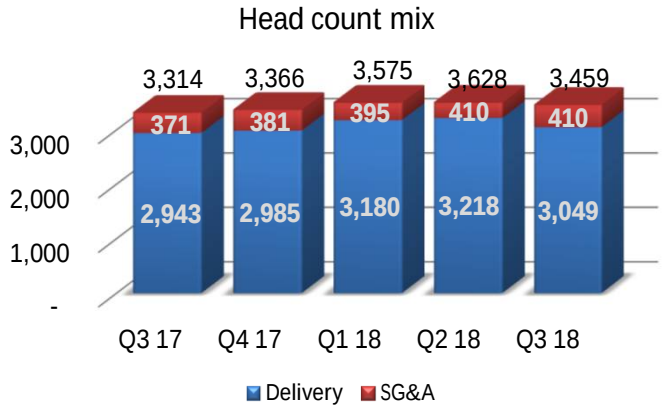


Consolidated – Human Capital

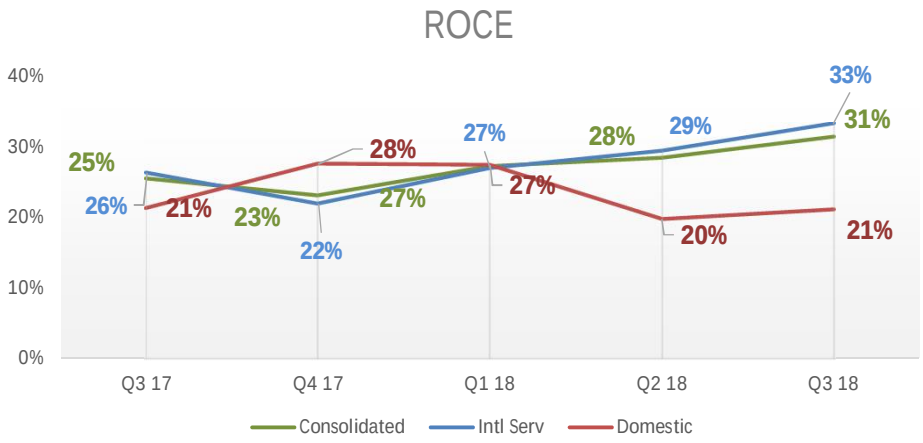


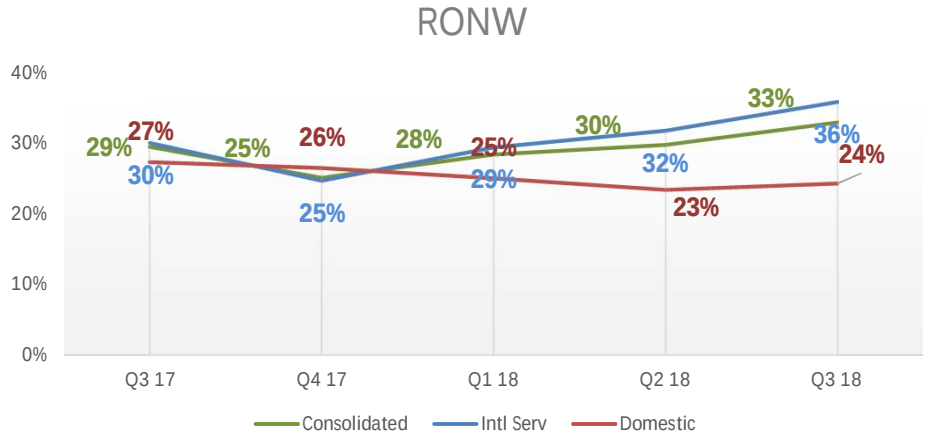




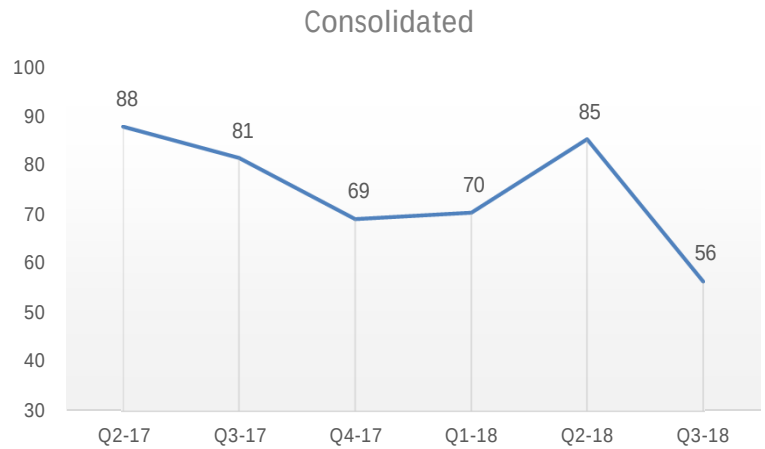


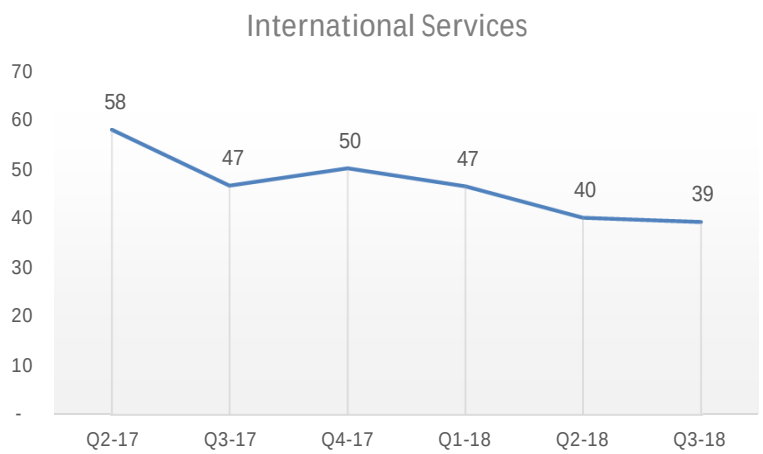
Consolidated – ROCE & RONW

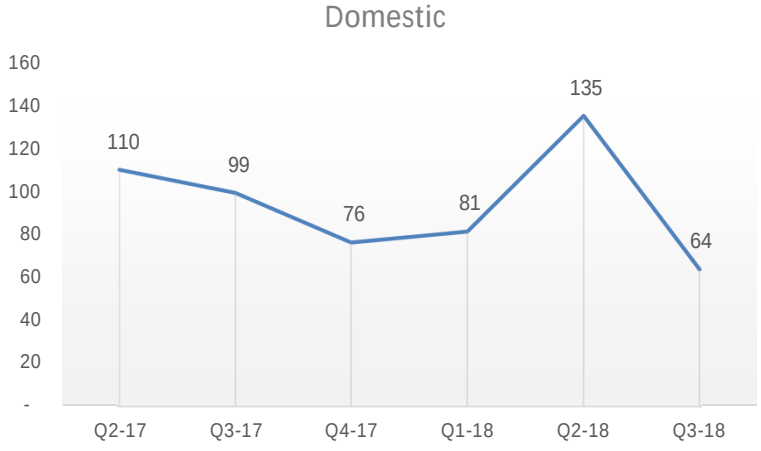




Days Sales Outstanding





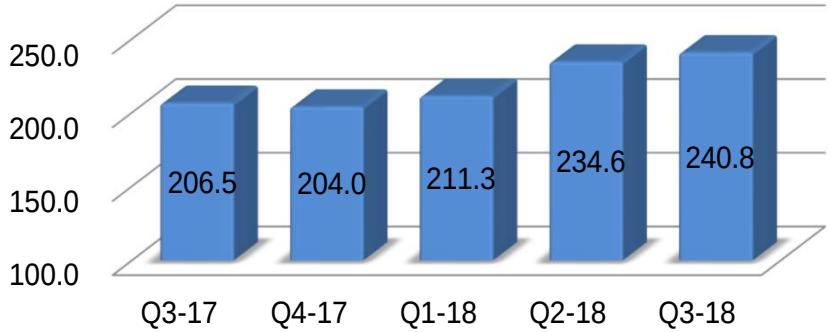


International IT services - Financials

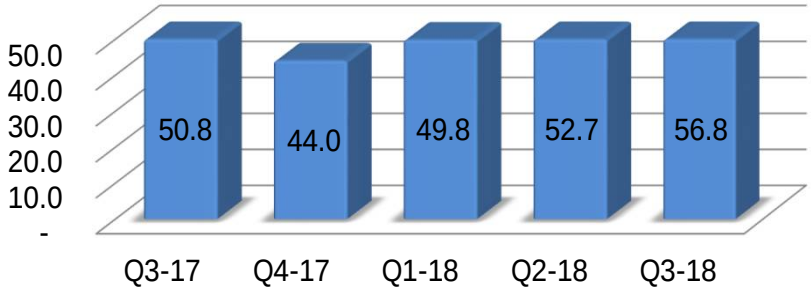
INR Crores

SONATA SOFTWARE

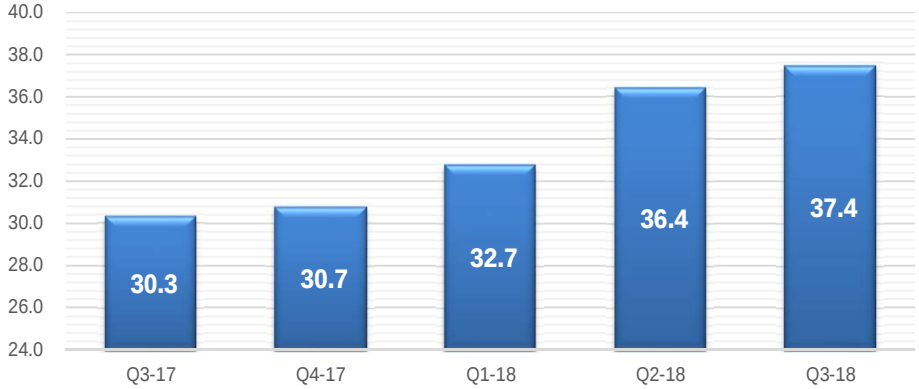
Revenue - by Quarter



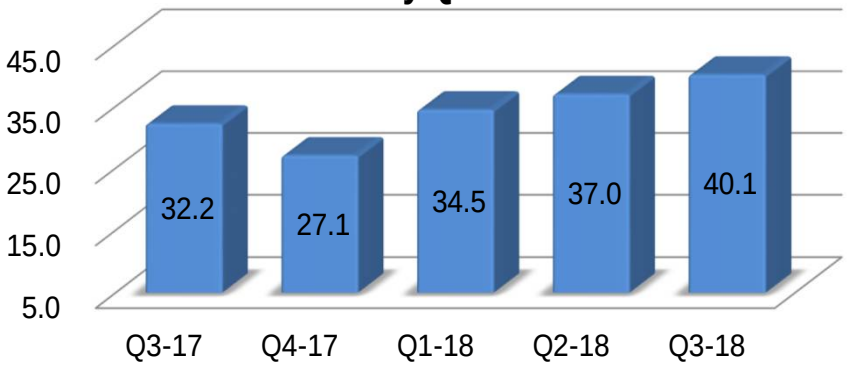
EBIDTA - by Quarter



Revenue $ mn

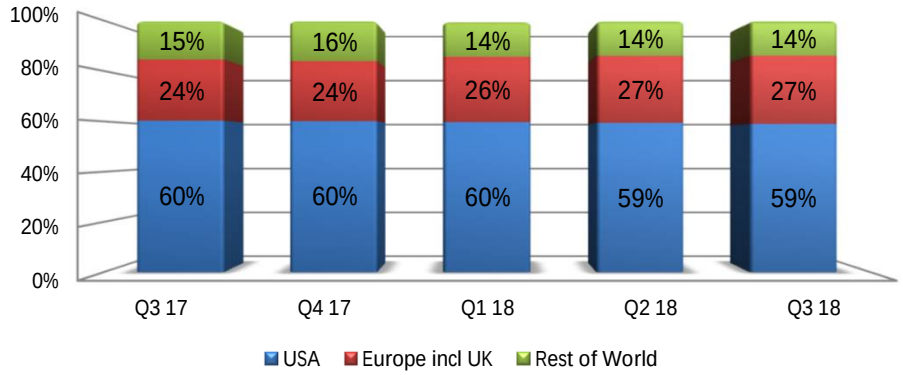


PAT - by Quarter

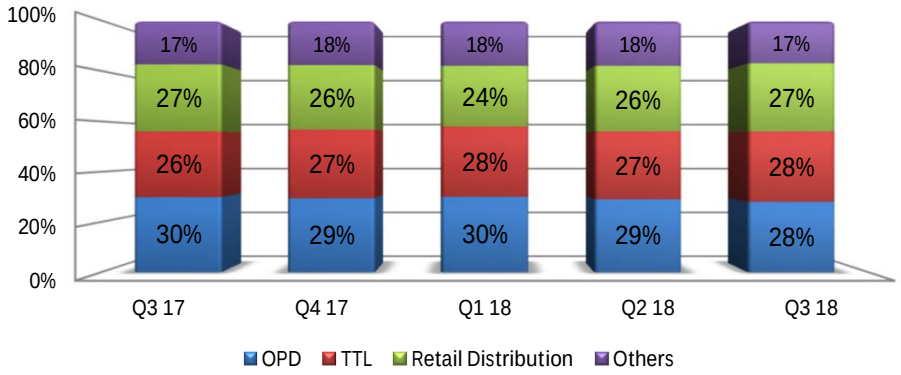


International IT services – Revenue Mix

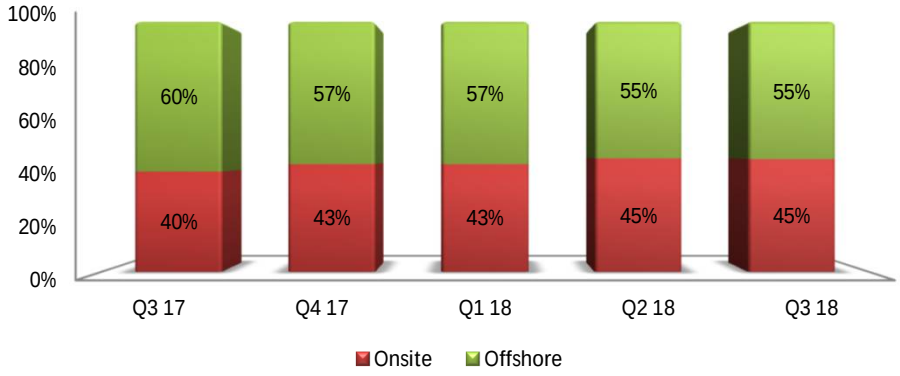
Geography



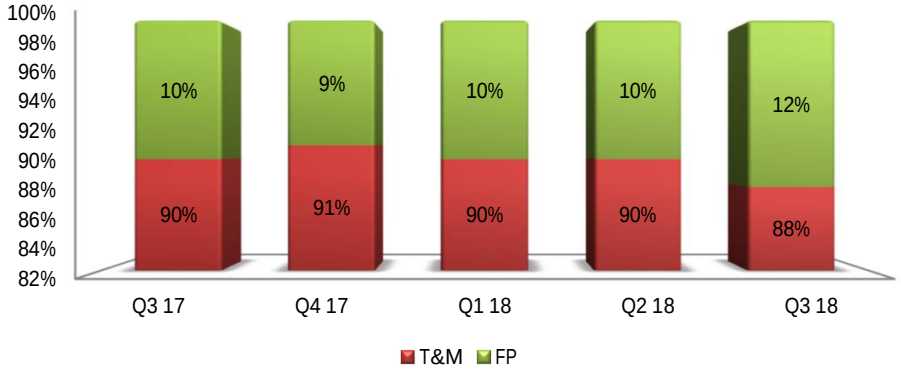
Vertical



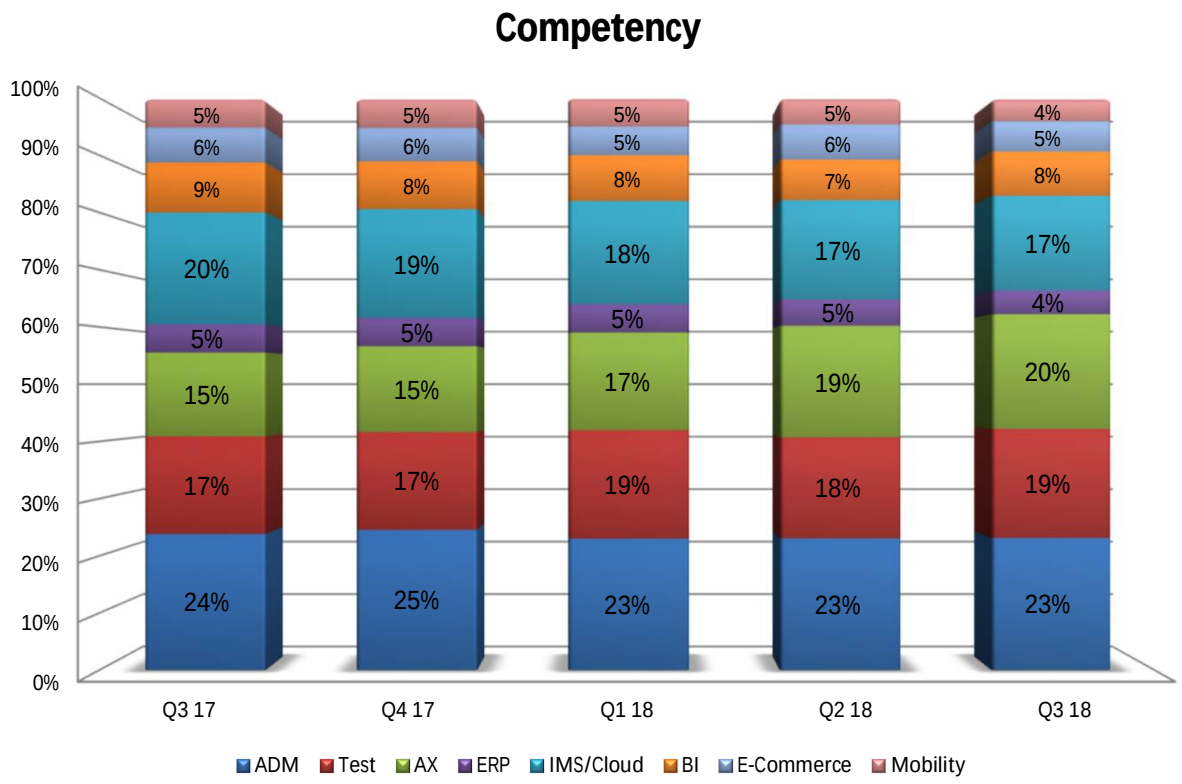
Onsite / Offshore



Revenue Type

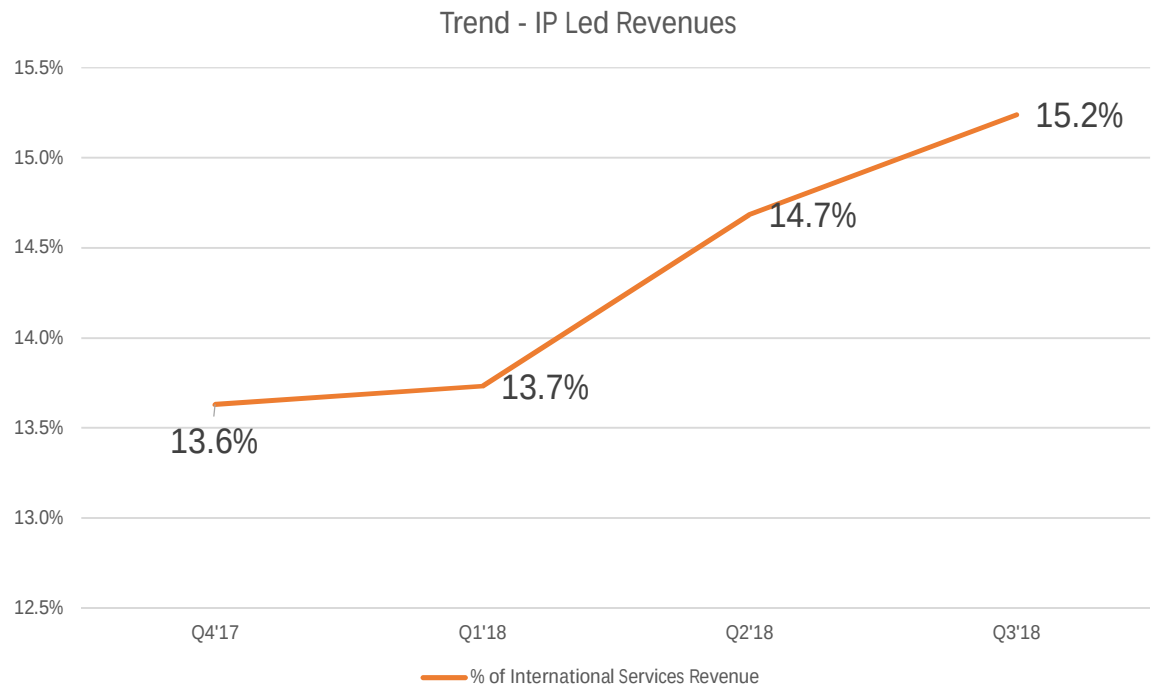


International IT services – Revenue by Competency



32% from Digital

IP Lead Revenue



International IT services – Revenue by Customers

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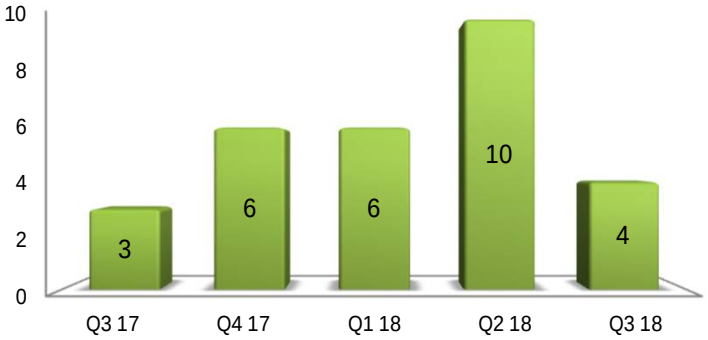
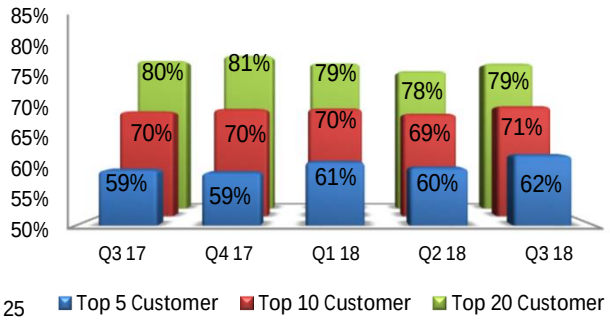
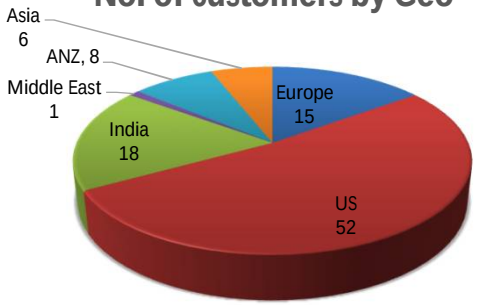
New Customers



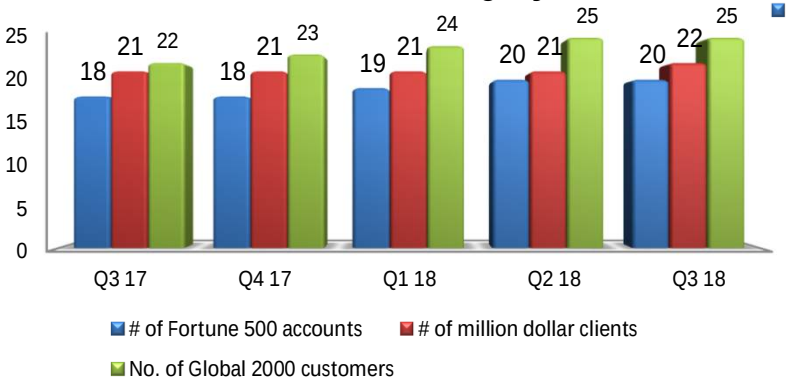
Revenue from Top Customers



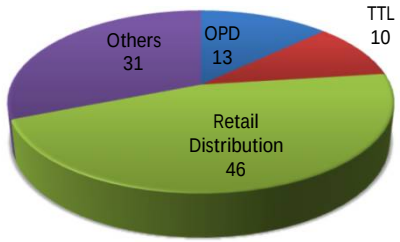
No. of customers by Geo



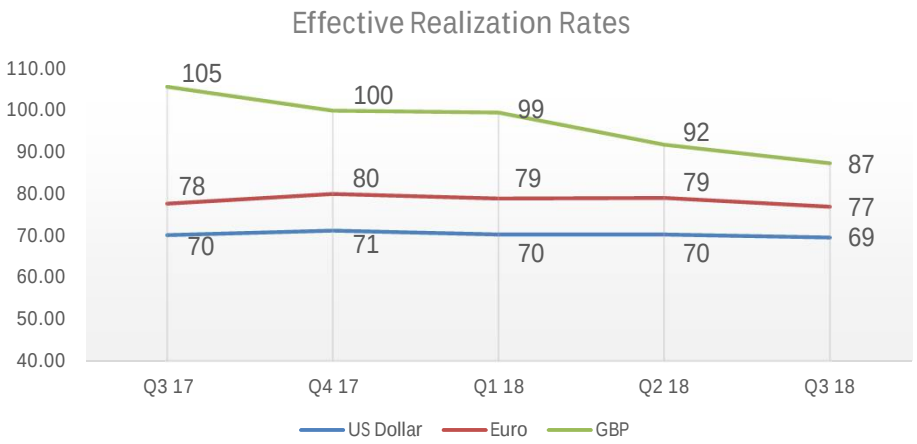
Customer Category

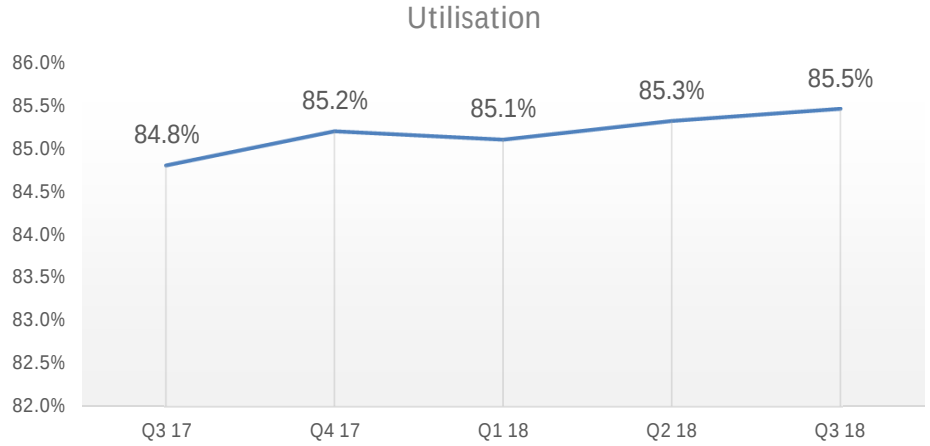


No. of customers by Vertical



Forward Cover Realization Rates/ Utilization



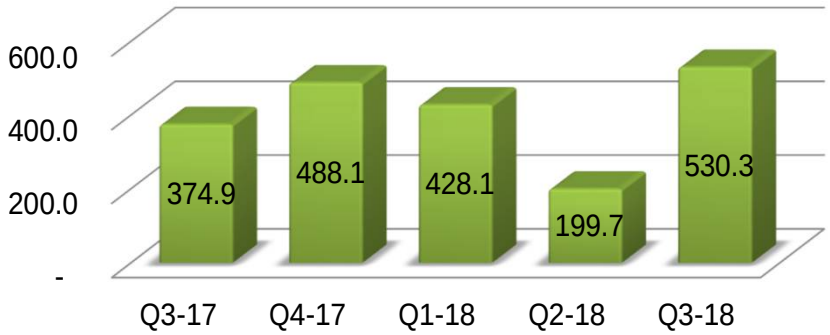


Domestic Product & Services - Financials

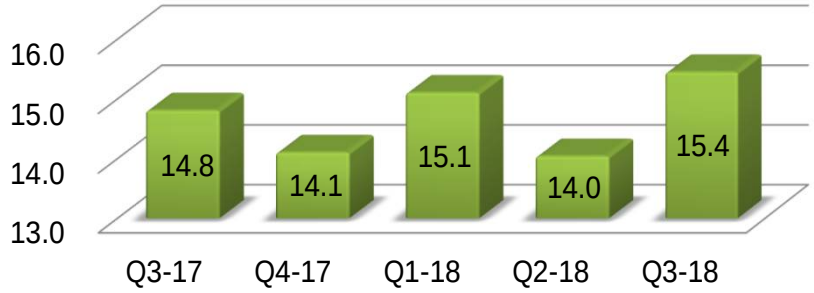
INR Crores

SONATA SOFTWARE

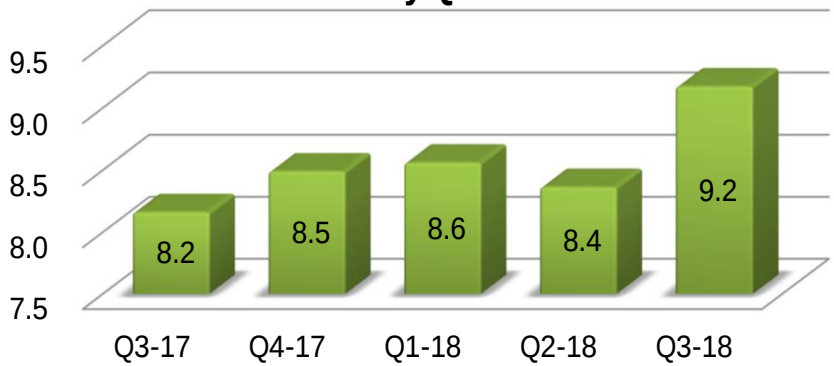
Revenue - by Quarter



EBIDTA - by Quarter



PAT - by Quarter



Pioneering with

PLATFORMATION

CONTACT US:

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Tel : 91-80-2662 0003/4/5
Fax : 91-80-2662 1169
info@sonata-software.com

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