SONATA SOFTWARE LIMITED

CMMI DEV /5 SM
Exp. 2017-04-16 / Appraisal #22067

9th February, 2016

The Manager
Market Operations
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai – 400 001.

Dear Sir/Madam,

SUB: Press Release

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

The details of above said are also made available at the Company's website www.sonata-software.com.

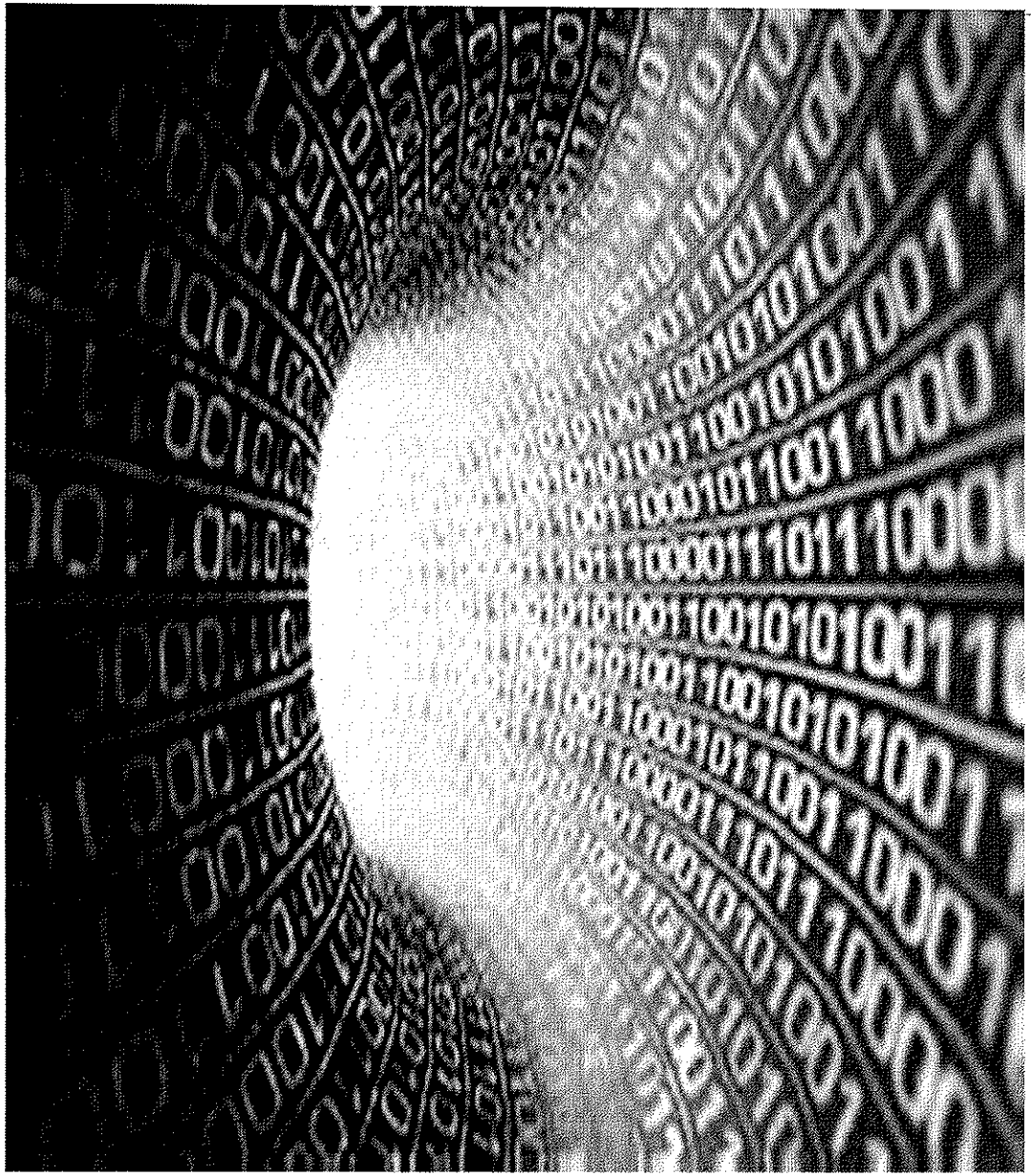
Kindly take the same on record.

Thanking you,

Very truly yours,
For **SONATA SOFTWARE LIMITED**

PRIYA MANOJ JASWANI
COMPANY SECRETARY

CC to : The National Stock Exchange of India Limited - Mumbai



GO DEEPER

Transform business with IT

Investor Presentation
Q3 FY 16

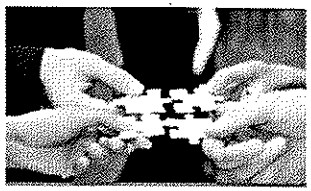
Product Engineering
Enterprise IT Services
Technology Infrastructure

SONATA SOFTWARE

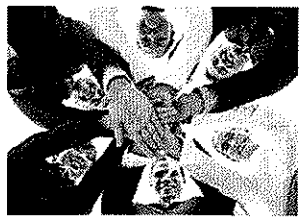
DEPTH MAKES A DIFFERENCE

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 Limited			
Reporting Segment	**Legal Entities**	**Geography**	**Nature of Business**
International IT Services	Sonata Software Ltd	India	• Digital IT solutions & services • Product Engineering Services • IT Consulting & Outsourcing • Managed IT Services
	Sonata Europe Ltd	UK	• Software Service & Development
	Sonata Software GmbH	Germany	• IT Program Mgmt. for Travel customers
	Sonata FZ LLC	Dubai	• Sales & Marketing • Account Management • IT Program Management
	Sonata Software North America	USA	• Onsite IT Services • Account Management • IT Program Management • Sales & Marketing
	Sonata Software Qatar	Qatar	• Onsite IT Services • Account Management • IT Program Management • Sales & Marketing
	Rezopia Inc	USA	• Cloud based PaaS travel IT solutions platforms
	Halosys	USA	• Unified Enterprise Mobile Enablement platform
	IBIS Inc	USA	• Supply Chain solutions for Distributors, Manufacturers & Retailers
Domestic Products & Services	Sonata Information Technology Ltd	India	• Distribution of packaged, Saas & PaaS based software products • Domestic IT Services • Onsite IT Services • Account Management • IT Program Management



International Services

- Product Engineering & Enterprise IT solutions
- International footprint
- 35% of Co Revenues
- 79% of Co PAT

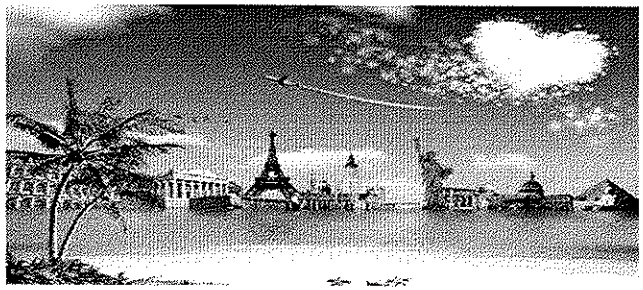


Technology Infrastructure

- IT Infrastructure Consulting, Licensing & Deployment
- Primary India footprint
- 65% of Co Revenues
- 21% of Co PAT



International IT Services



Travel

hybris software AN SAP COMPANY

Most Innovative Partner 2012

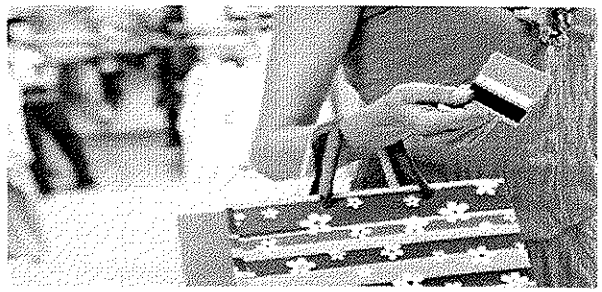
rezopia FROM SONATA SOFTWARE

TO | OTA | Corporate | Air | Rail

Strategic Customers

- World leading Tour Operator
- Top NA Corporate Travel Co

Leading global travel company



Retail & Distbn.

Advanced Supply Chain Software

Microsoft Dynamics

hybris software AN SAP COMPANY

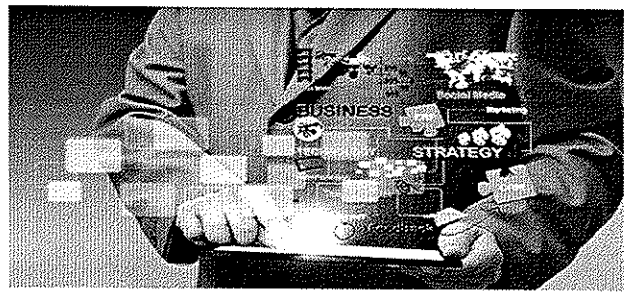
Most Innovative Partner 2012

Winning the Shift to Digital Commerce

Hyper | Grocer | Apparel | CPG | Industrial

Strategic Customers

- World leading Retailer
- Global F&B CPG Leader



ISV

Windows Azure

Java

Cloud based rail reservations systems

ERP | SCM | Travel | Retail

Strategic Customers

- Global Software Leader
- Top SMB ERP Co

Leading ANZ rail services company

SONATA SOFTWARE

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

Microsoft SAP ORACLE

hybris software AN SAP COMPANY | Microsoft Dynamics | appcelerator | hadoop | Windows Azure

PRODUCT INNOVATION

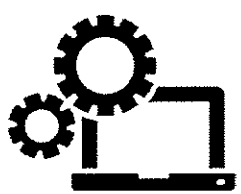
- Cloud engineering
- Mobile engineering
- Analytics integration



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

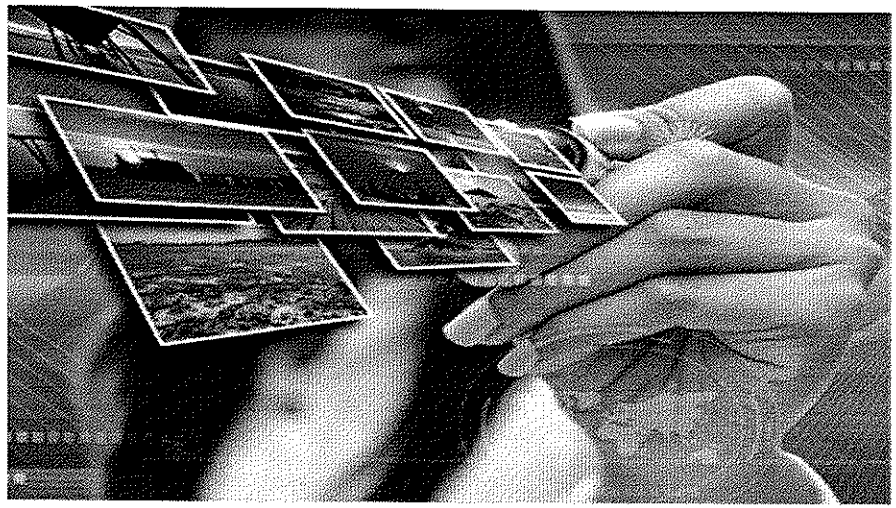
Enabling a World Leader in Travel Retail stay ahead of the digital business shift

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*

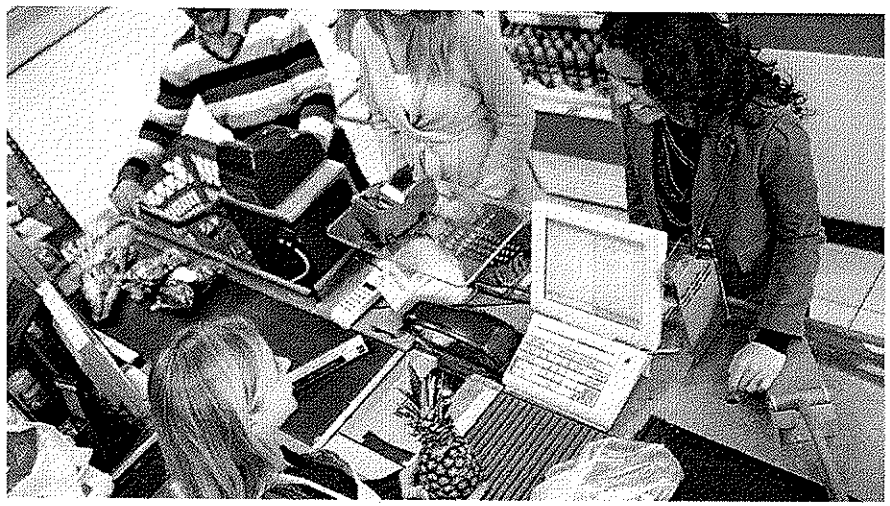
Partnering launch of a new ERP by a Global Software leader

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*



Turnkey partner for mid size (USD 500M+) customers in Travel, Retail & Distribution, ISV vertical

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

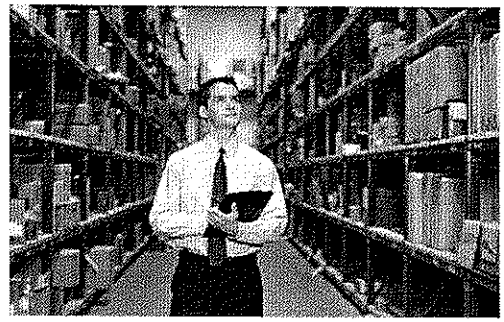
Omni Channel Retailer



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

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

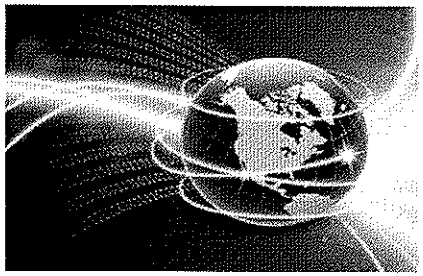
I.B.I.S. Inc.
A Sonata Software Company

Advanced Supply chain Software for Distributors, Manufacturers & Retailers

RETINA
discerning insights

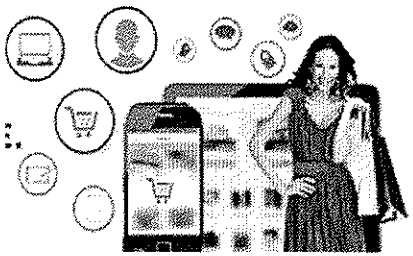
Big Data ready Retail Analytics Platform

Continuing to build, integrate and acquire platforms across Ecommerce, Analytics & DevOps to complete portfolio for 'Future Ready' IP led solutions.



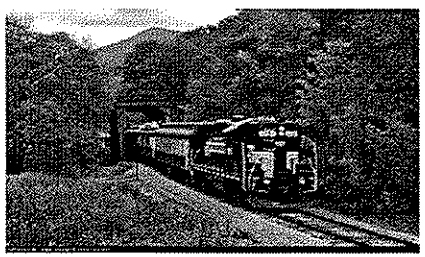
Top SMB ERP Company

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





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





UK

Netherlands

Germany

US
Development Centers –
Redmond & Atlanta

North America

Qatar, UAE

Singapore

Australia





India
Bangalore, Hyderabad





Technology Infrastructure

- Strategic partnerships with leading technology providers – Microsoft, SAP, Oracle, Appcelerator
- Relationships act an advantage in accessing emerging technology solutions
- High RoNW at >35% levels
- 360 degree footprint across Engineering, Implementation, Go to Market in IT value chain in key technologies – e.g. Dynamics AX

PORTFOLIO OF WORLD-CLASS ALLIANCES

Microsoft · SAP · ORACLE · hp · IBM · Adobe · Symantec · redhat · vmware · intel · INFORMATICA · paloalto NETWORKS · 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

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

SONATA

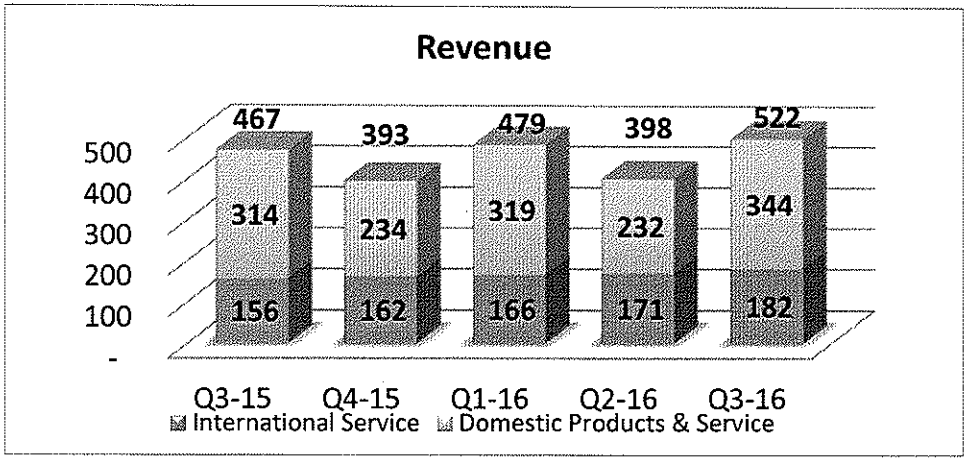
INR Crores

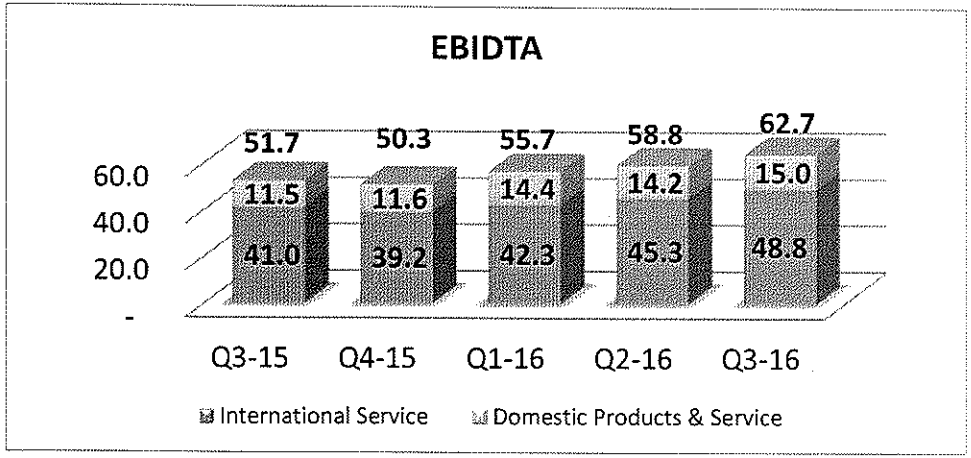
Description	For the Quarter ended					For the nine months ended		
	31-Dec-15	30-Sep-15	31-Dec-14	QoQ	YoY	31-Dec-15	31-Dec-14	YoY
Revenues								
International IT Services	181.5	170.7	156.2	6%	16%	517.8	444.8	16%
Domestic- Products & Services	343.8	231.6	314.3	48%	9%	894.5	858.6	4%
Consolidated	522.0	398.4	467.1	31%	12%	1,399.6	1,289.8	9%
EBITDA								
International IT Services	48.8	45.3	41.0	8%	19%	136.3	111.9	22%
Domestic- Products & Services	15.0	14.2 *	11.5 *	5%	30%	43.5 *	29.7 *	47%
Consolidated	62.7	58.8 *	51.7 *	7%	21%	177.2 *	140.2 *	26%
PAT								
International IT Services	31.6	31.0	28.9	2%	9%	92.4	80.6	15%
Domestic- Products & Services	8.6	8.4	6.8	3%	26%	25.4	18.2	39%
Consolidated	40.2	39.3	35.7	2%	13%	117.8	98.9	19%

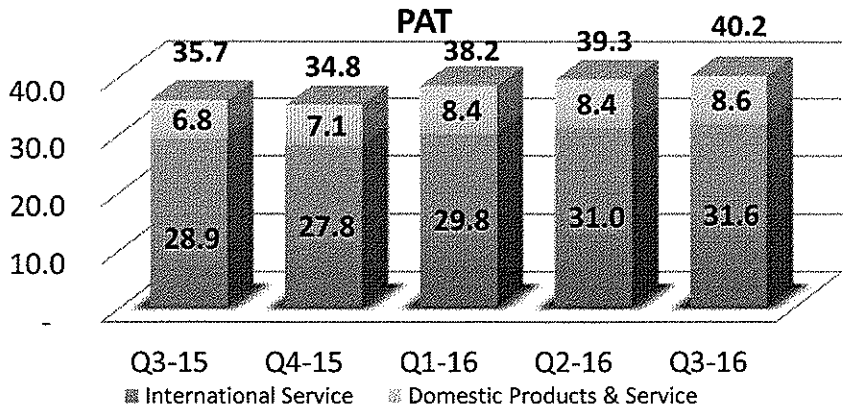
** Includes "exceptional item" of Interest income received on Income-Tax refund:*
- In FY2015-16: ` 1 cr. in Q2 & ` 2.7 crs. in Q1; and in FY2014-15: ` 1.4 crs. in Q3 & ` 1.6 crs. in Q1.

SONATA

INR Crores

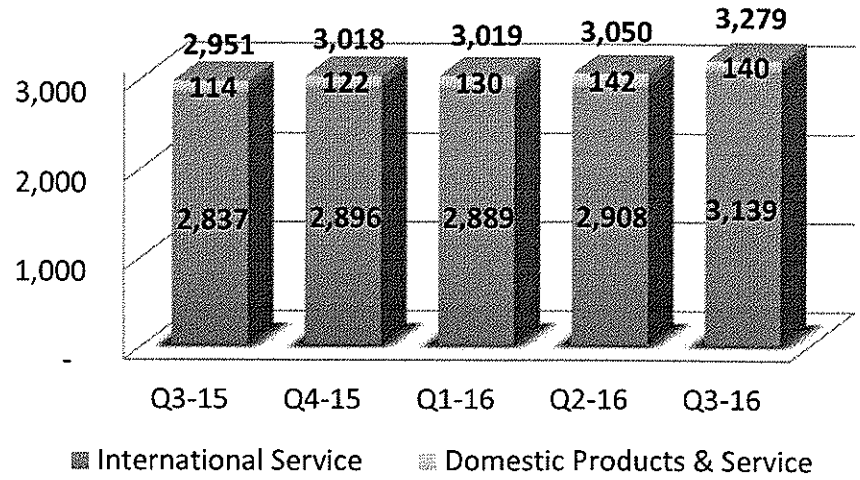


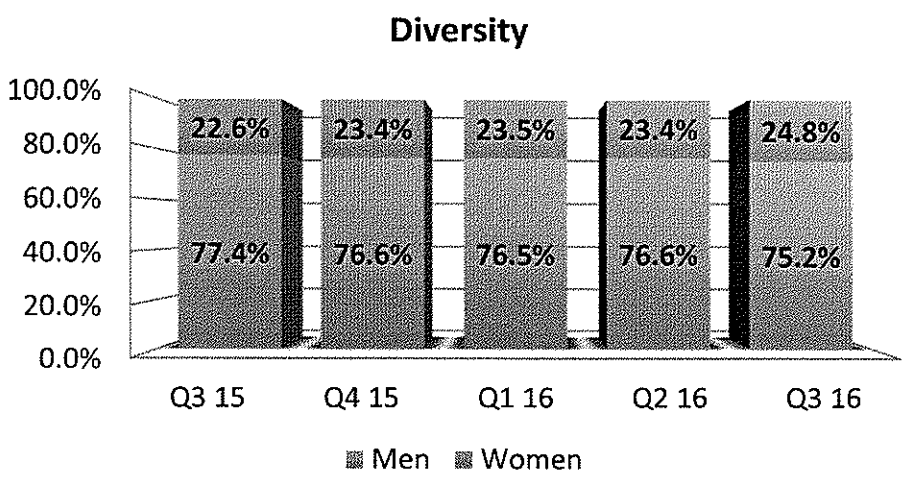


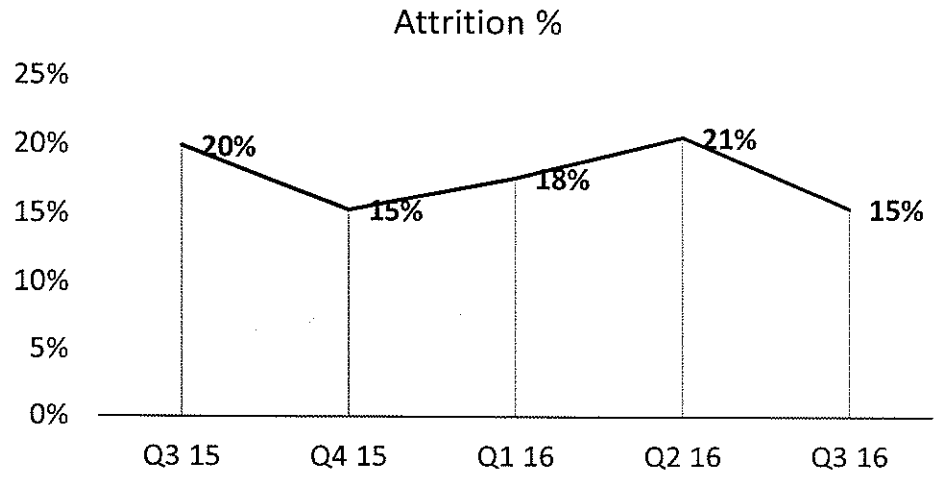


	QoQ	YoY
Revenue	31%	12%
EBIDTA	7%	21%
PAT	2%	13%

Note : Q1-16 & Q2-16 EBITDA and PAT includes exceptional income of Interest on IT Refund


2,951
3,018
3,019
3,050
3,279
114
122
130
142
140
2,837
2,896
2,889
2,908
3,139
3,000
2,000
1,000
-
Q3-15
Q4-15
Q1-16
Q2-16
Q3-16
International Service
Domestic Products & Service

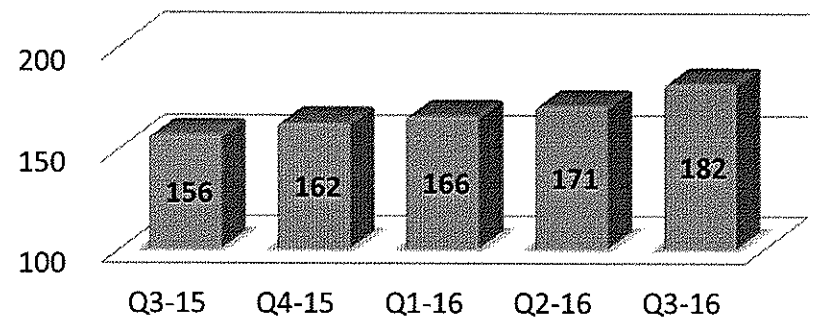

Diversity
100.0%
80.0%
60.0%
40.0%
20.0%
0.0%
22.6%
23.4%
23.5%
23.4%
24.8%
77.4%
76.6%
76.5%
76.6%
75.2%
Q3 15
Q4 15
Q1 16
Q2 16
Q3 16
Men
Women


Attrition %
25%
20%
15%
10%
5%
0%
20%
15%
18%
21%
15%
Q3 15
Q4 15
Q1 16
Q2 16
Q3 16

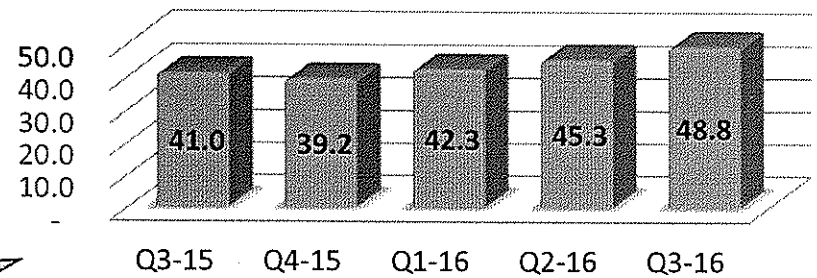
SONATA

INR Crores

Revenue

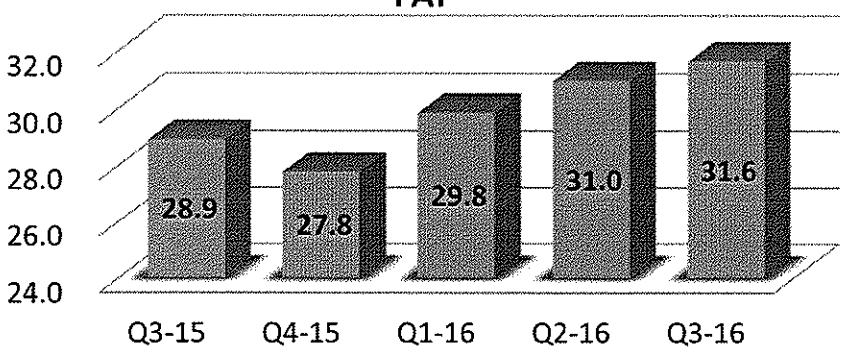


EBIDTA

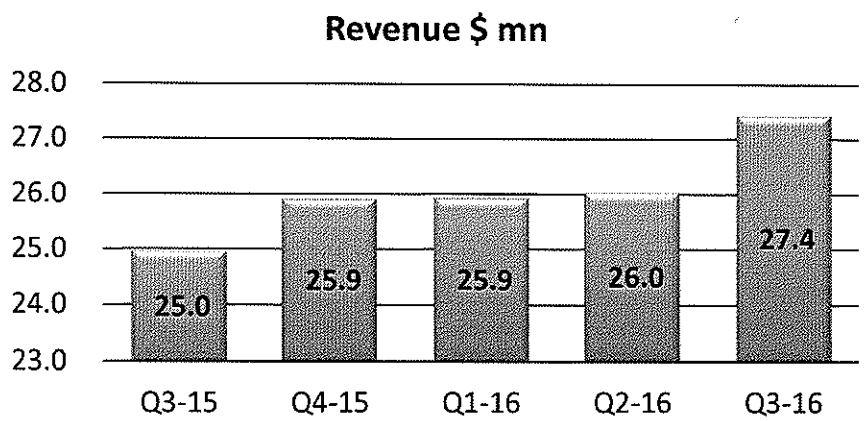


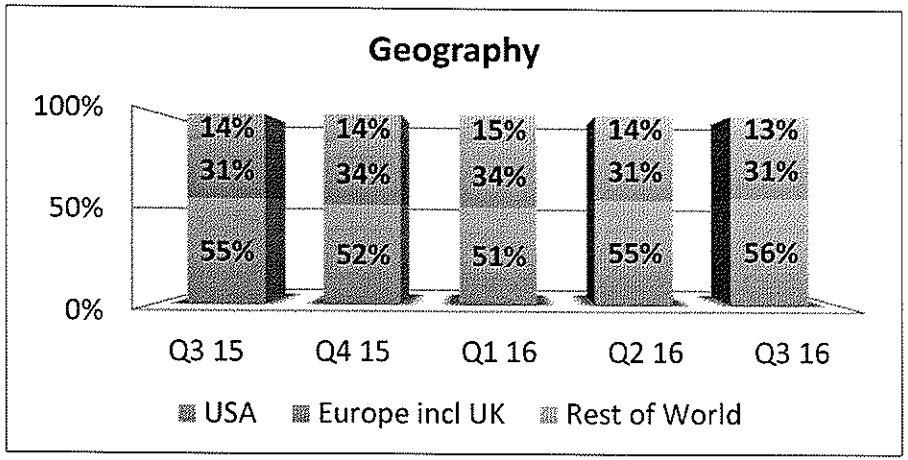
Record Revenue & PAT

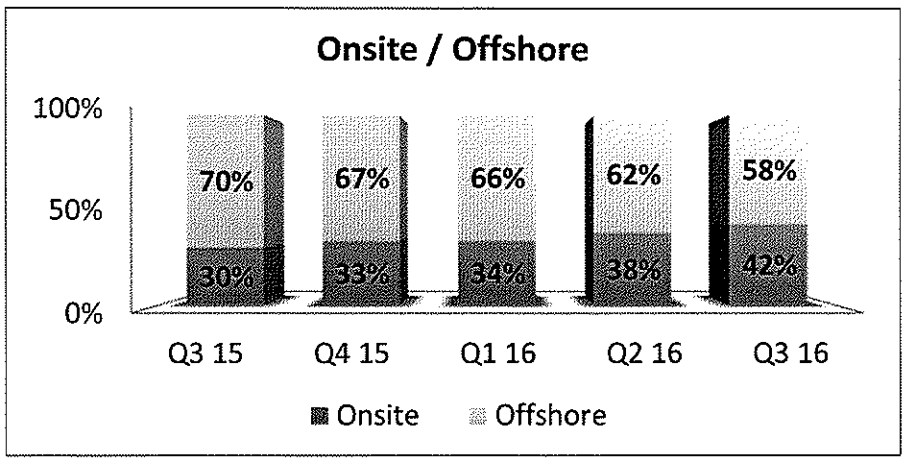
PAT

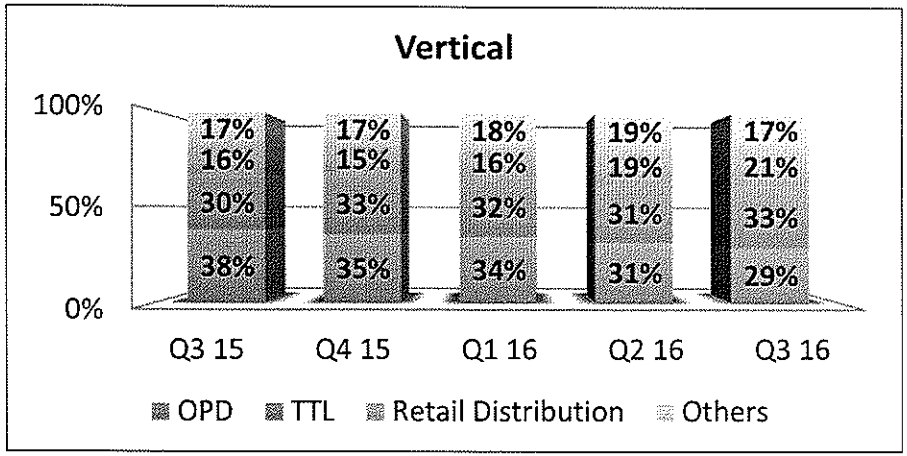


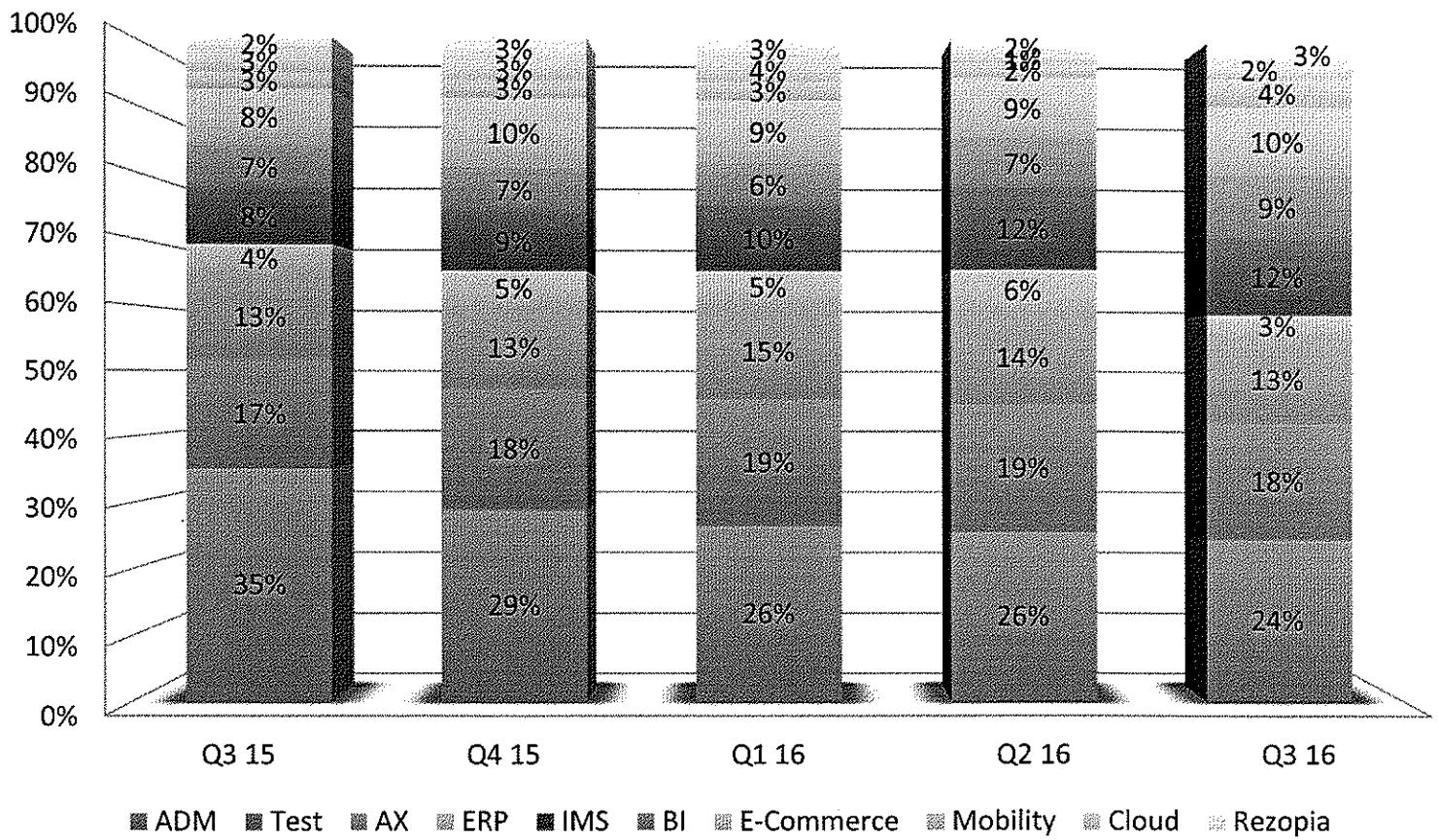
	QoQ	YoY
Revenue	6%	16%
EBIDTA	8%	19%
PAT	2%	9%


Revenue $ mn
28.0
27.0
26.0
25.0
24.0
23.0
25.0
25.9
25.9
26.0
27.4
Q3-15
Q4-15
Q1-16
Q2-16
Q3-16


Geography
100%
50%
0%
14%
31%
55%
14%
34%
52%
15%
34%
51%
14%
31%
55%
13%
31%
56%
Q3 15
Q4 15
Q1 16
Q2 16
Q3 16
USA
Europe incl UK
Rest of World


Onsite / Offshore
100%
50%
0%
70%
30%
67%
33%
66%
34%
62%
38%
58%
42%
Q3 15
Q4 15
Q1 16
Q2 16
Q3 16
Onsite
Offshore

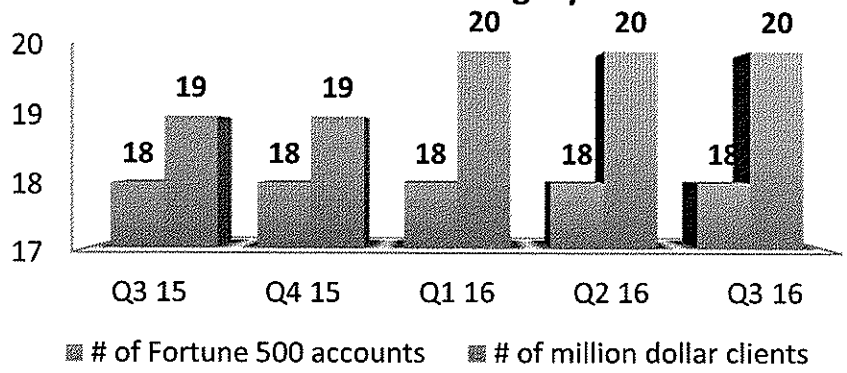

Vertical
100%
50%
0%
17%
16%
30%
38%
17%
15%
33%
35%
18%
16%
32%
34%
19%
19%
31%
31%
17%
21%
33%
29%
Q3 15
Q4 15
Q1 16
Q2 16
Q3 16
OPD
TTL
Retail Distribution
Others

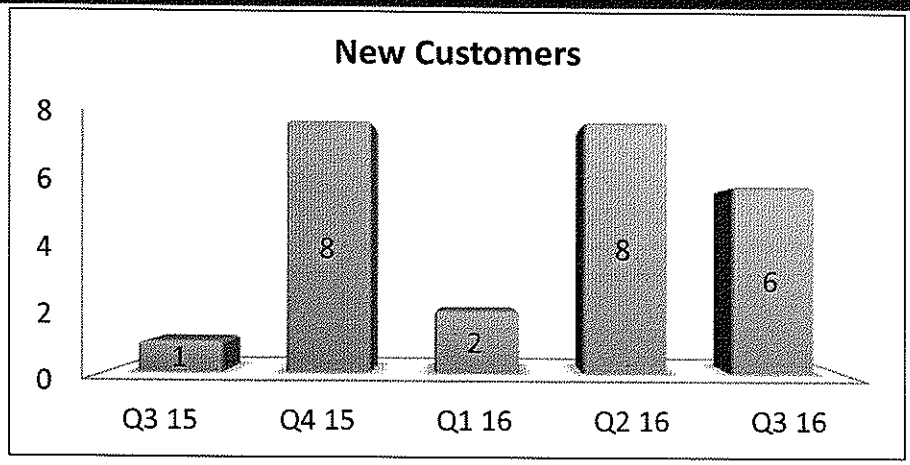


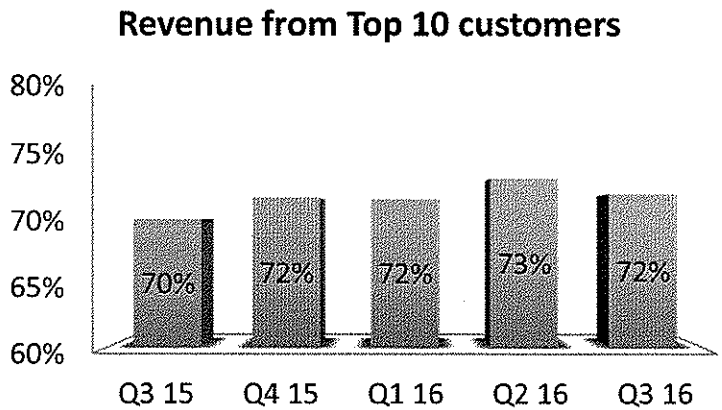


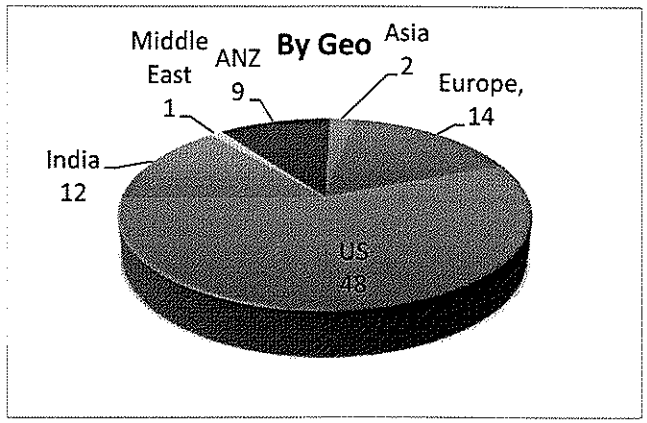
Note:-

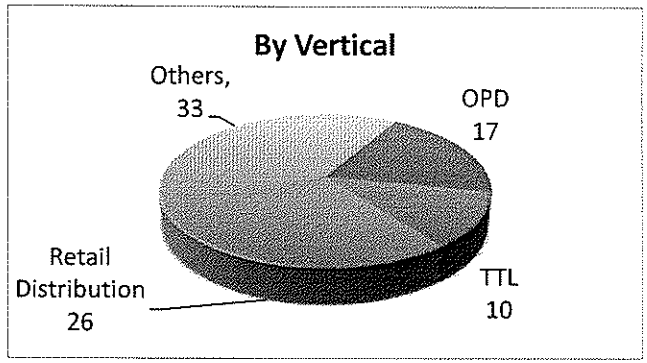
1. Digital components includes revenue **from** BI, E-commerce, Mobility, Cloud, Rezopia


Customer Category
20
19
18
17
18
19
18
19
18
20
18
20
18
20
Q3 15
Q4 15
Q1 16
Q2 16
Q3 16
# of Fortune 500 accounts
# of million dollar clients


New Customers
8
6
4
2
0
1
8
2
8
6
Q3 15
Q4 15
Q1 16
Q2 16
Q3 16

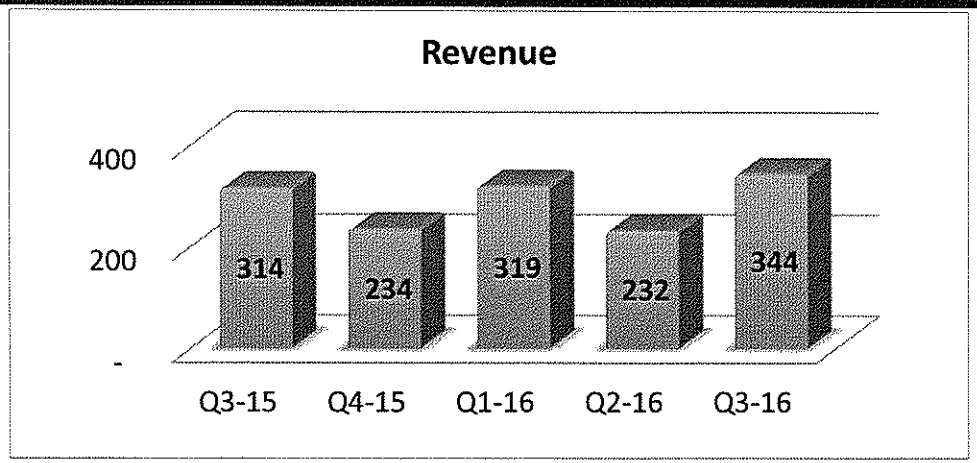

Revenue from Top 10 customers
80%
75%
70%
65%
60%
70%
72%
72%
73%
72%
Q3 15
Q4 15
Q1 16
Q2 16
Q3 16

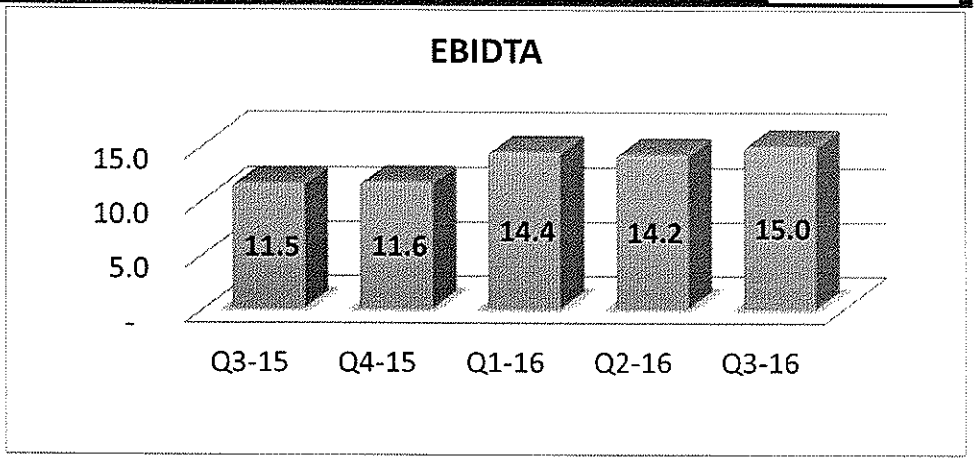

By Geo
Middle East 1
ANZ 9
Asia 2
Europe, 14
India 12
US 48

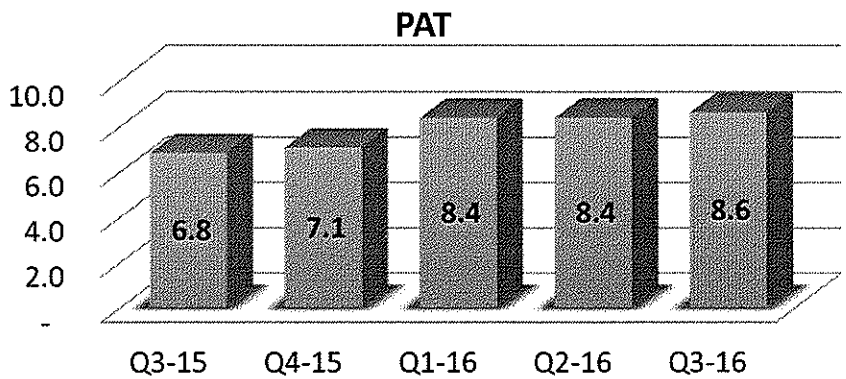

By Vertical
Others, 33
OPD 17
Retail Distribution 26
TTL 10

SONATA

INR Crores

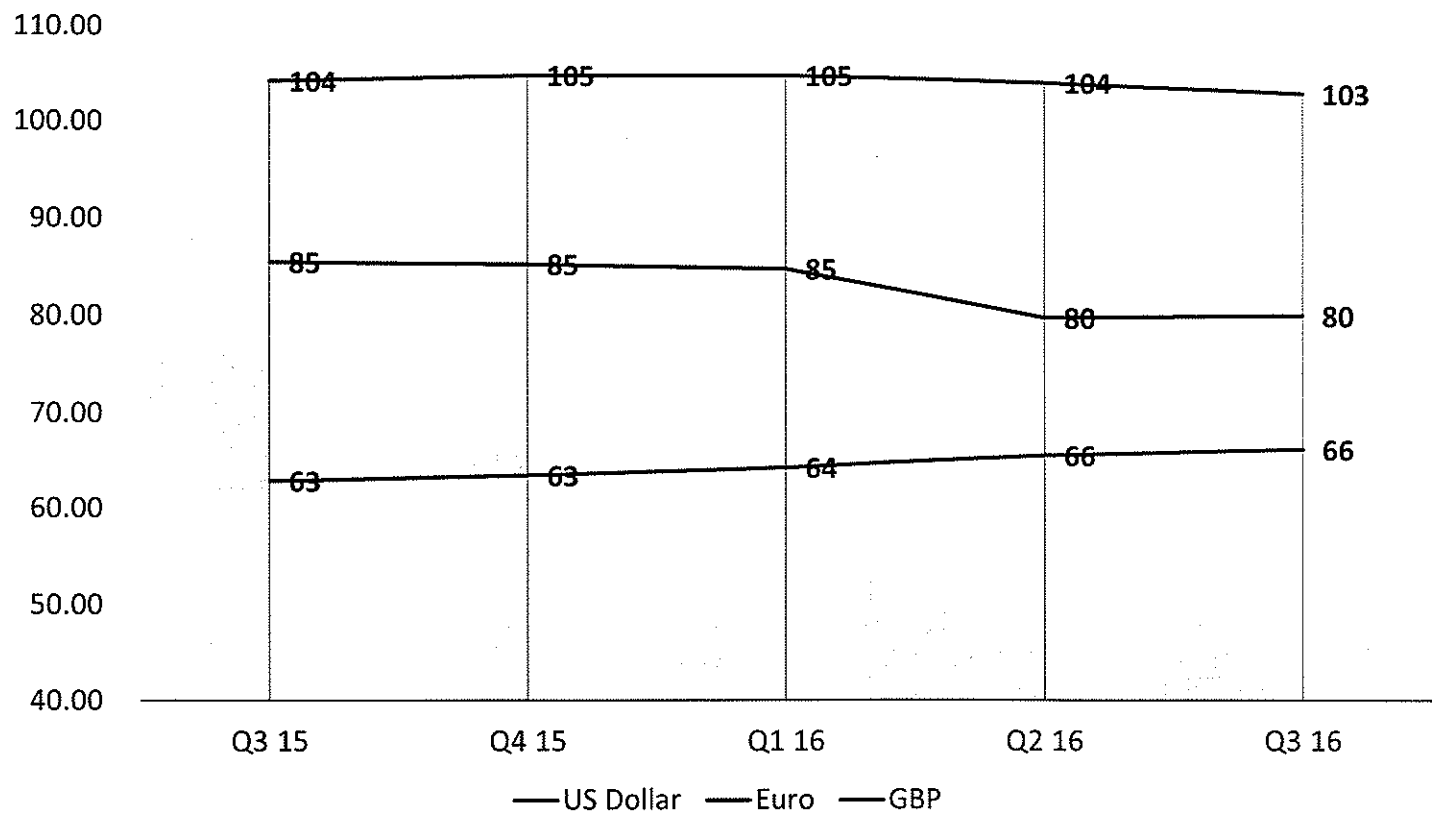


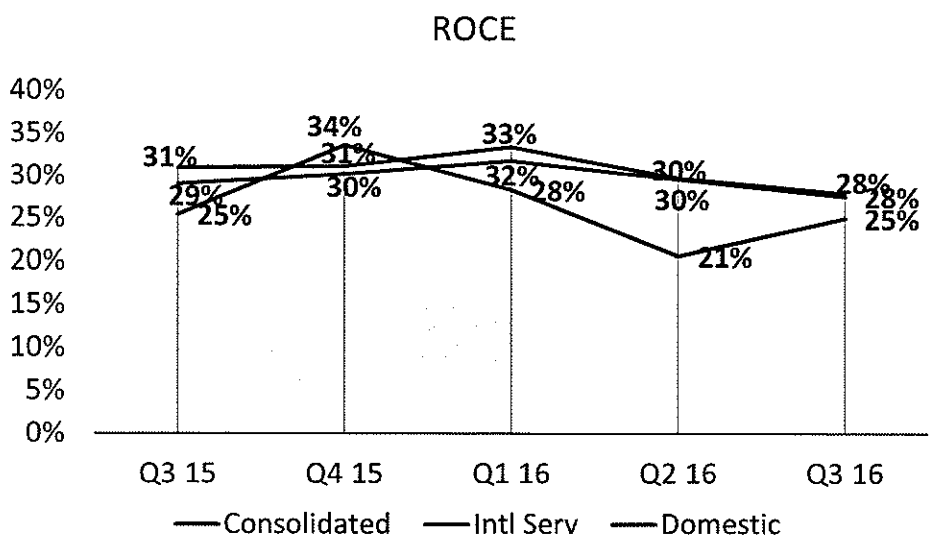


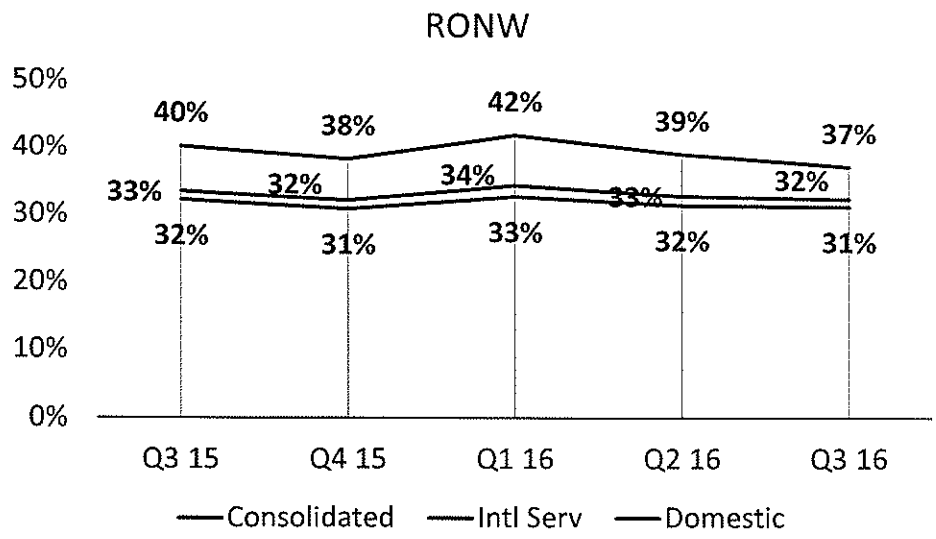


	QoQ	YoY
Revenue	48%	9%
EBIDTA	5%	30%
PAT	3%	26%

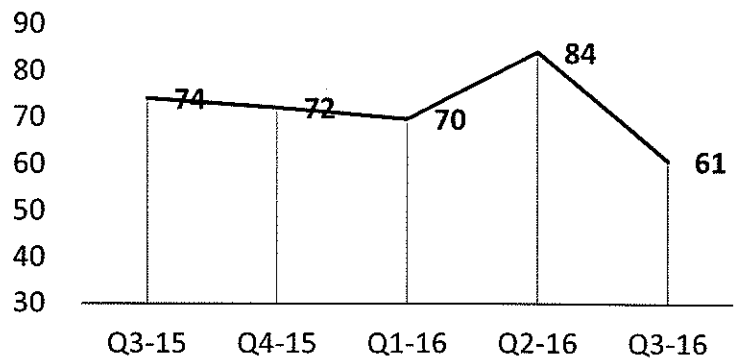
Note : Q1 FY 14-15 & Q1 FY 15-16 EBITDA and PAT includes exceptional income of Interest on IT Refund


110.00
100.00
90.00
80.00
70.00
60.00
50.00
40.00
104
105
105
104
103
85
85
85
80
80
63
63
64
66
66
Q3 15
Q4 15
Q1 16
Q2 16
Q3 16
US Dollar
Euro
GBP

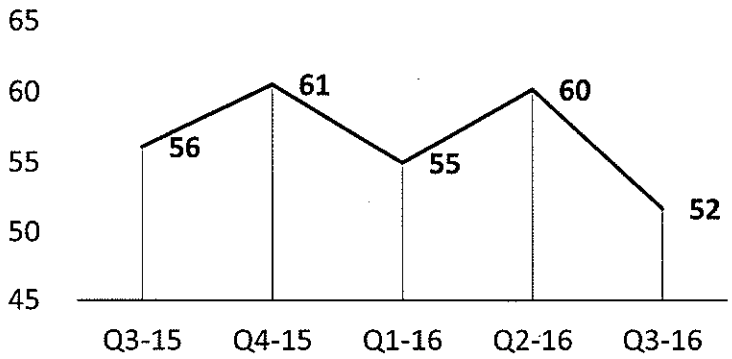

ROCE
40%
35%
30%
25%
20%
15%
10%
5%
0%
31%
34%
33%
30%
28%
29%
31%
32%
30%
28%
30%
28%
25%
25%
21%
Q3 15
Q4 15
Q1 16
Q2 16
Q3 16
Consolidated
Intl Serv
Domestic


RONW
50%
40%
30%
20%
10%
0%
40%
38%
42%
39%
37%
33%
32%
34%
33%
32%
32%
31%
33%
32%
31%
Q3 15
Q4 15
Q1 16
Q2 16
Q3 16
Consolidated
Intl Serv
Domestic

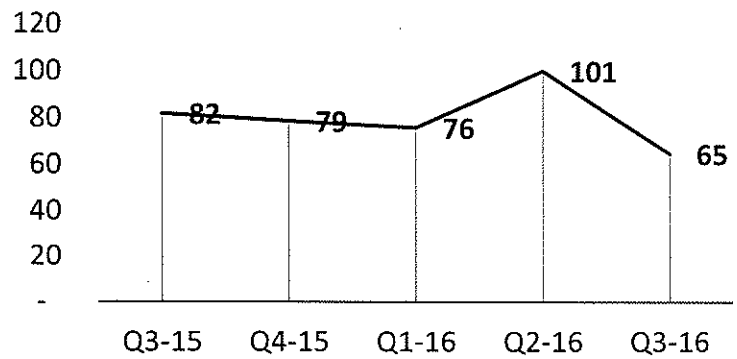
Consolidated

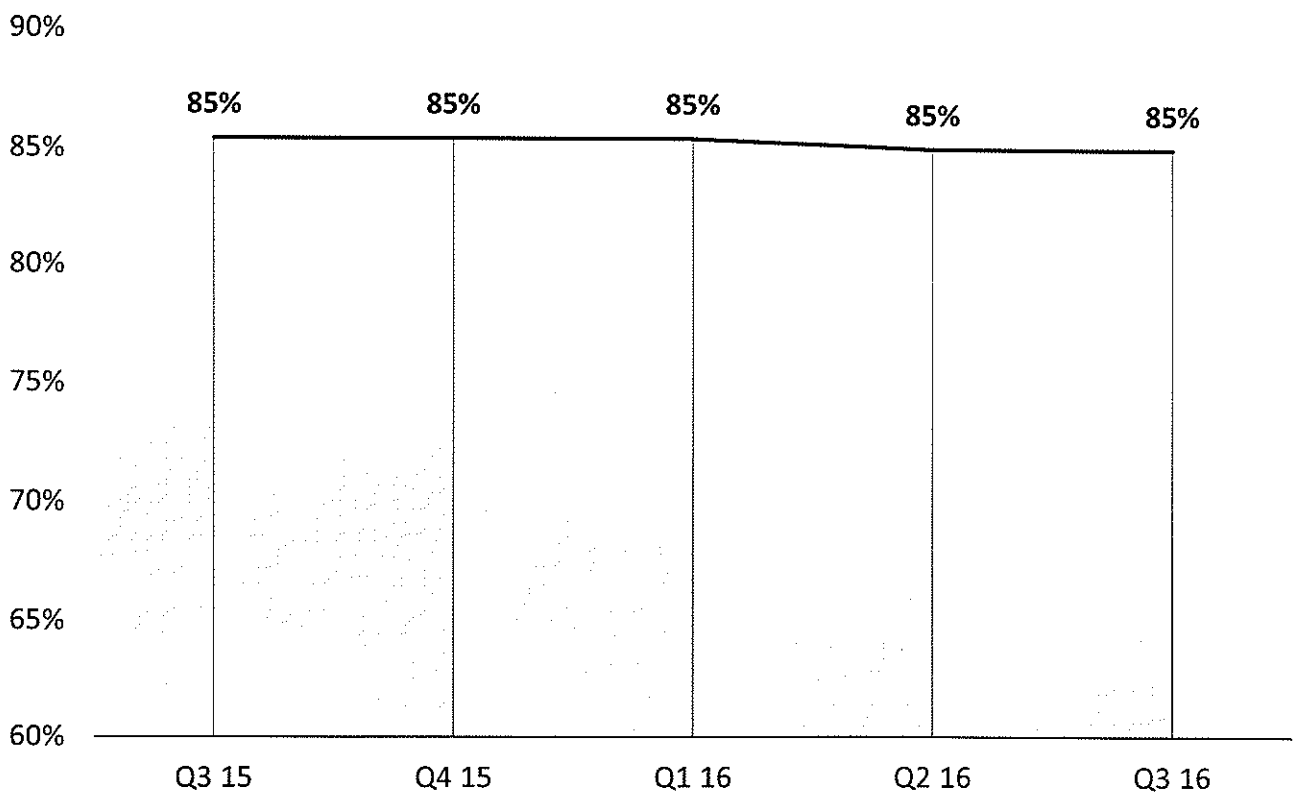


International Services



Domestic




90%
85%
80%
75%
70%
65%
60%
85%
85%
85%
85%
85%
Q3 15
Q4 15
Q1 16
Q2 16
Q3 16

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